

FIG. 1A

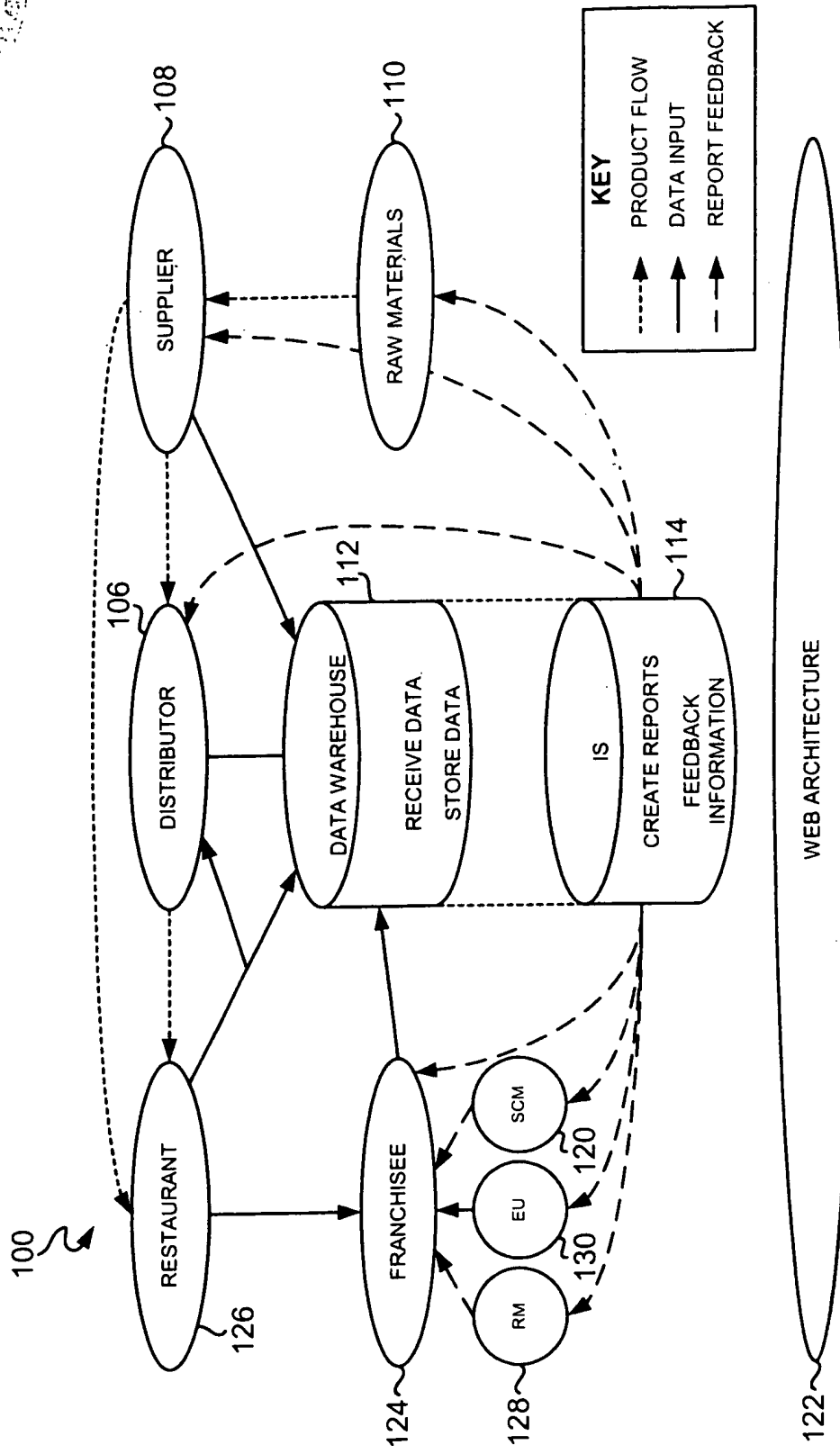


FIG. 1B

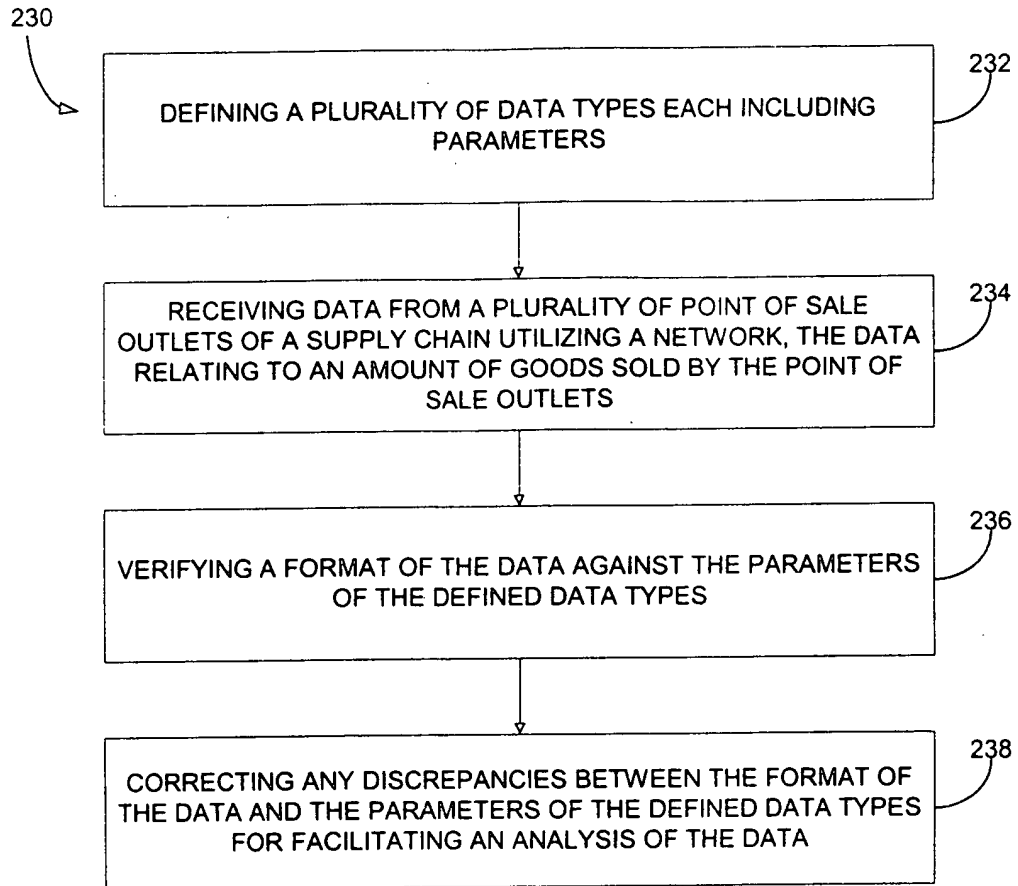
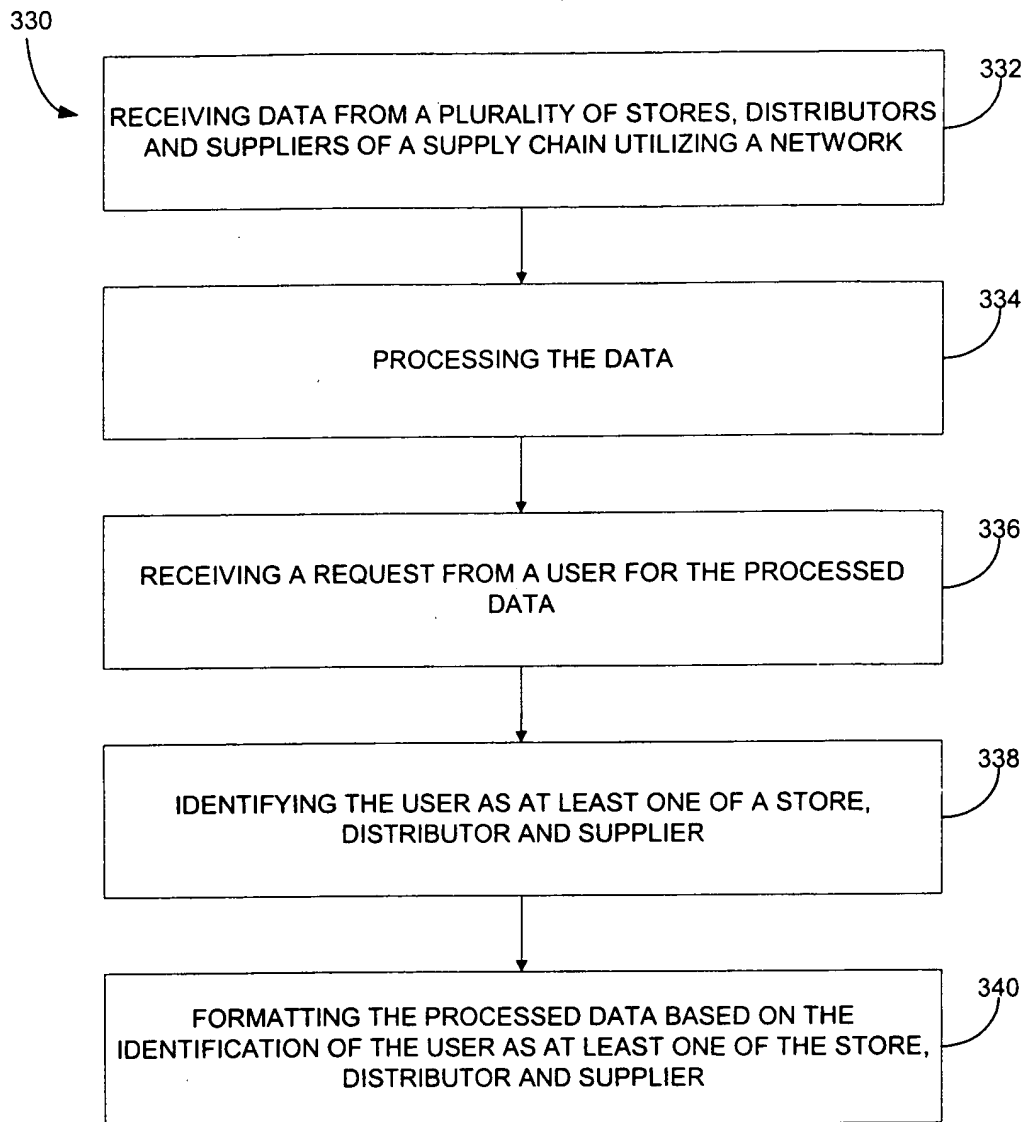


FIG. 2



**FIG. 3**

400

410

406

402

404

408

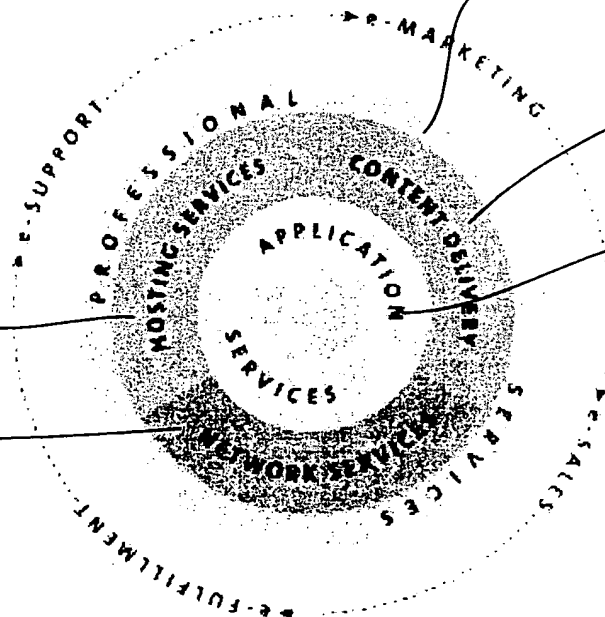


Fig. 4

530

RECEIVING DATA FROM A PLURALITY OF RESTAURANTS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO  
THE SALE OF GOODS BY THE RESTAURANTS

532

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE  
DATA FOR ORDERING A PLURALITY OF GOODS

534

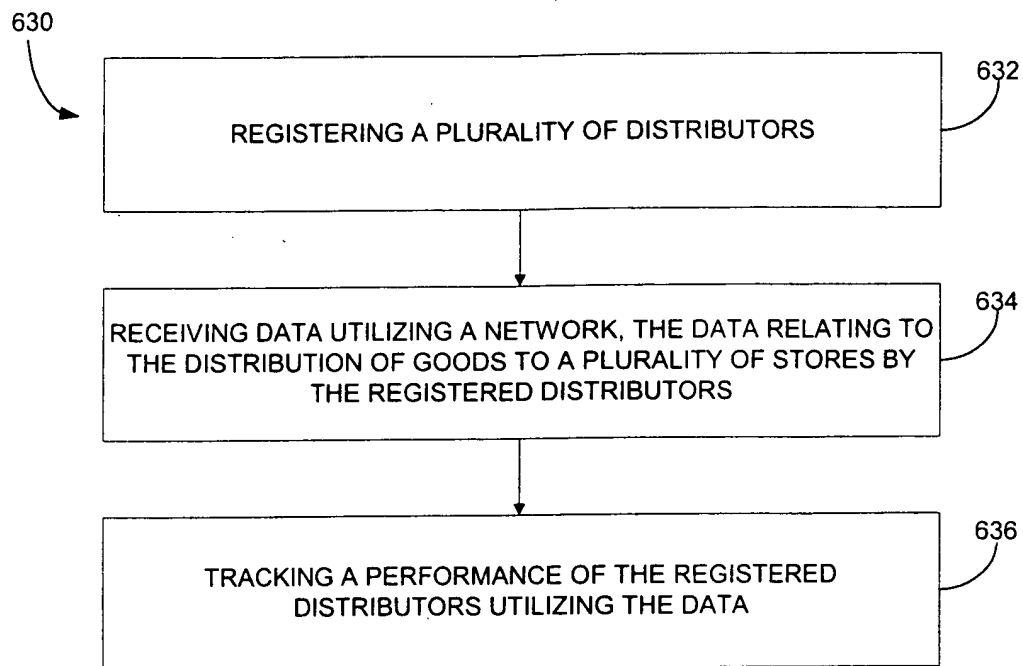
TRANSMITTING THE ELECTRONIC ORDER FORM TO AT LEAST  
ONE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

536

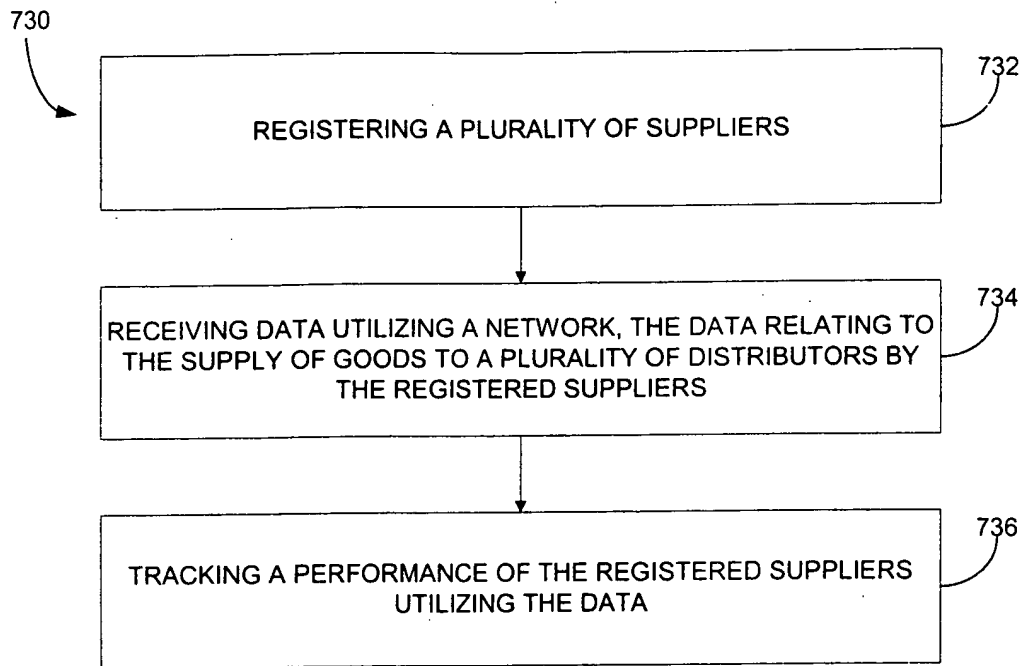
TRACKING INFORMATION RELATING TO AT LEAST ONE OF SAID  
STEPS FOR MANAGING THE SUPPLY CHAIN BY THE RESTAURANT

538

**FIG. 5**



**FIG. 6**



**FIG. 7**



830

REGISTERING A PLURALITY OF DISTRIBUTORS AND SUPPLIERS  
EACH IN ONE OF A PLURALITY OF MARKETPLACES, WHEREIN  
EACH MARKETPLACE INCLUDES THE SUPPLY AND DISTRIBUTION  
OF AT LEAST ONE OF A PLURALITY OF GOODS USED BY A  
PLURALITY OF STORES

832

RECEIVING DATA UTILIZING A NETWORK, THE DATA RELATING TO  
THE DISTRIBUTION AND SUPPLY OF GOODS TO THE STORES BY  
THE REGISTERED DISTRIBUTORS AND SUPPLIERS IN EACH OF  
THE MARKETPLACES

834

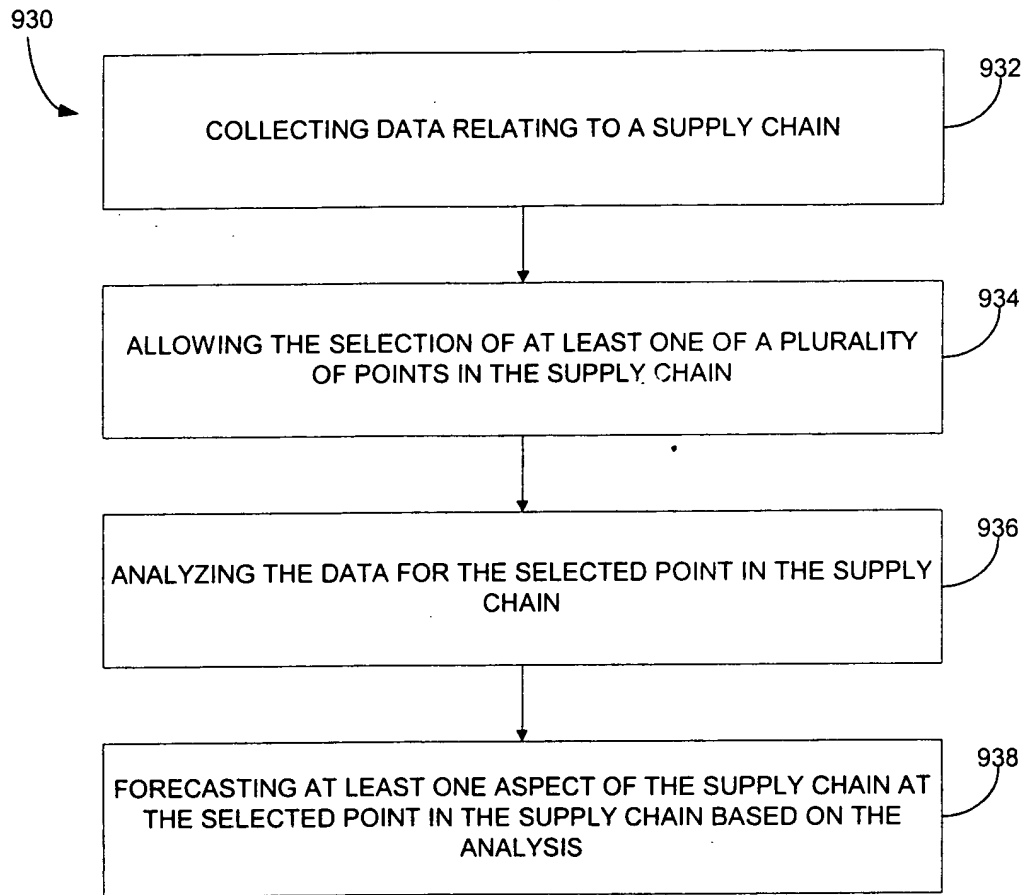
PARSING THE DATA BASED ON MARKETPLACES

836

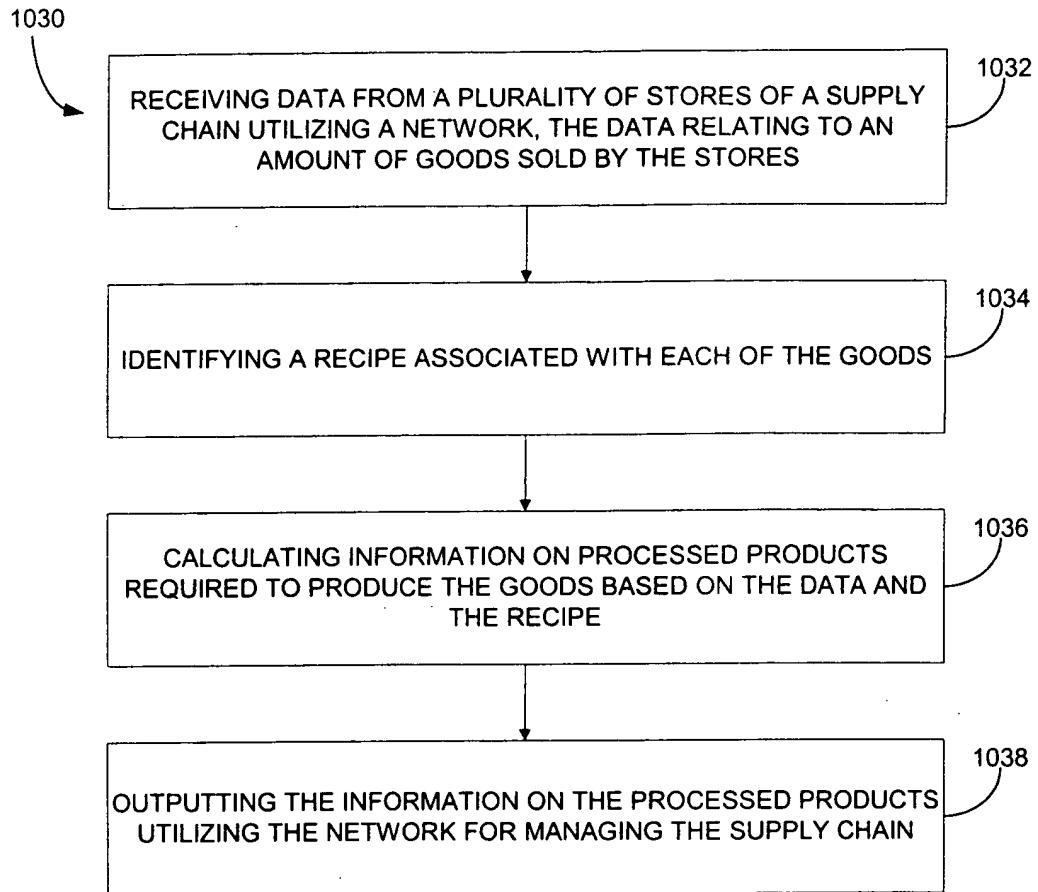
TRACKING A PERFORMANCE OF THE REGISTERED  
DISTRIBUTORS AND SUPPLIERS IN EACH OF THE MARKETPLACES  
UTILIZING THE DATA

838

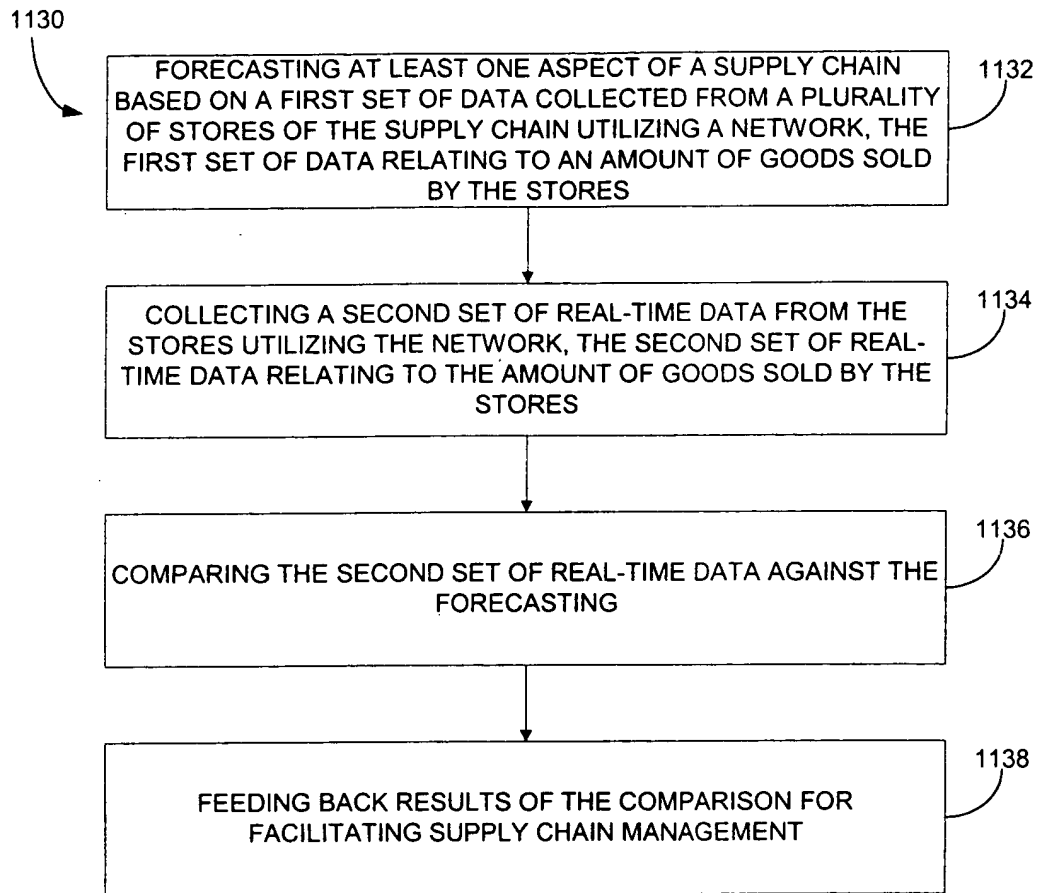
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

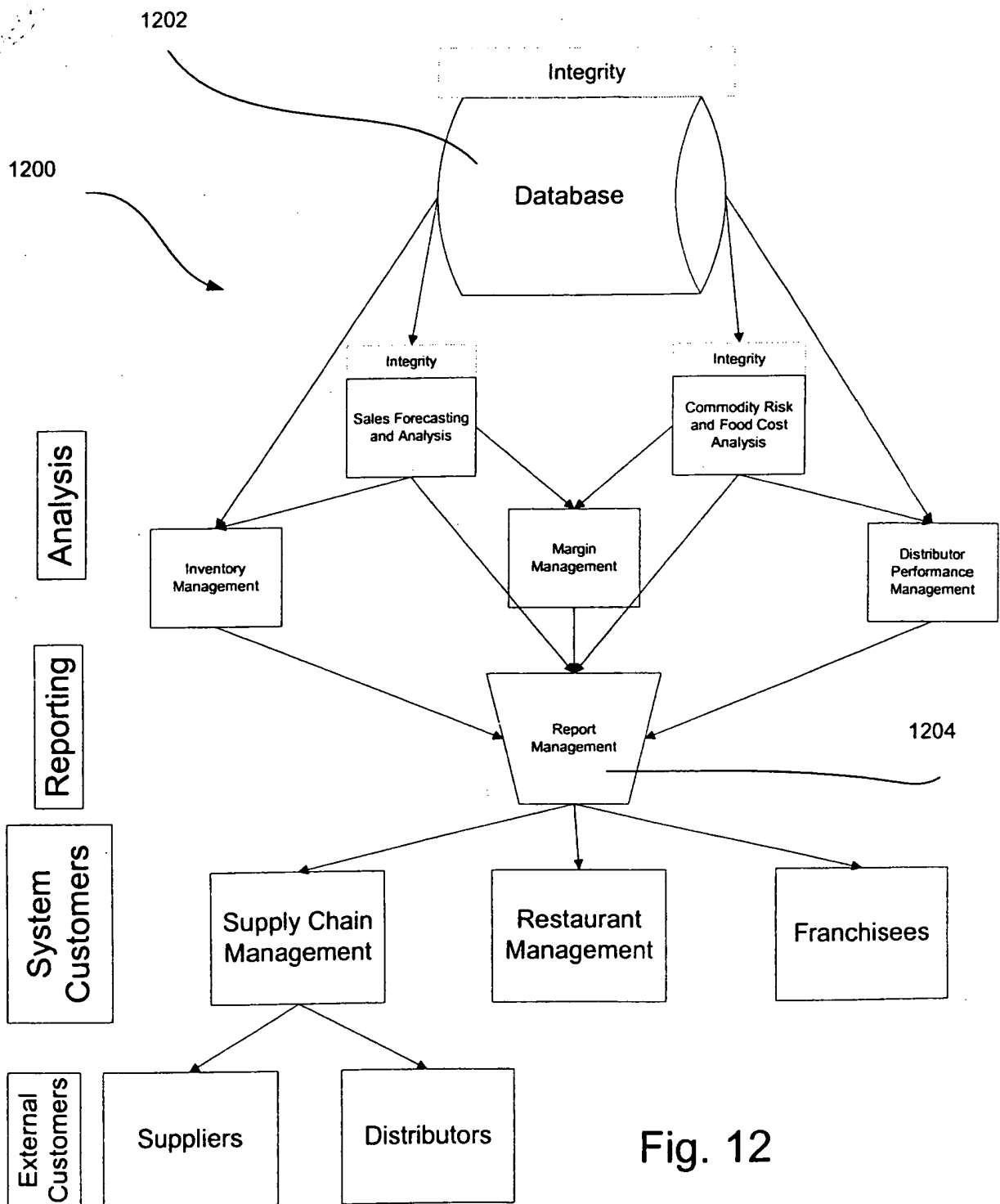
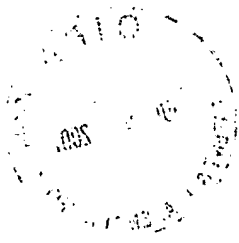
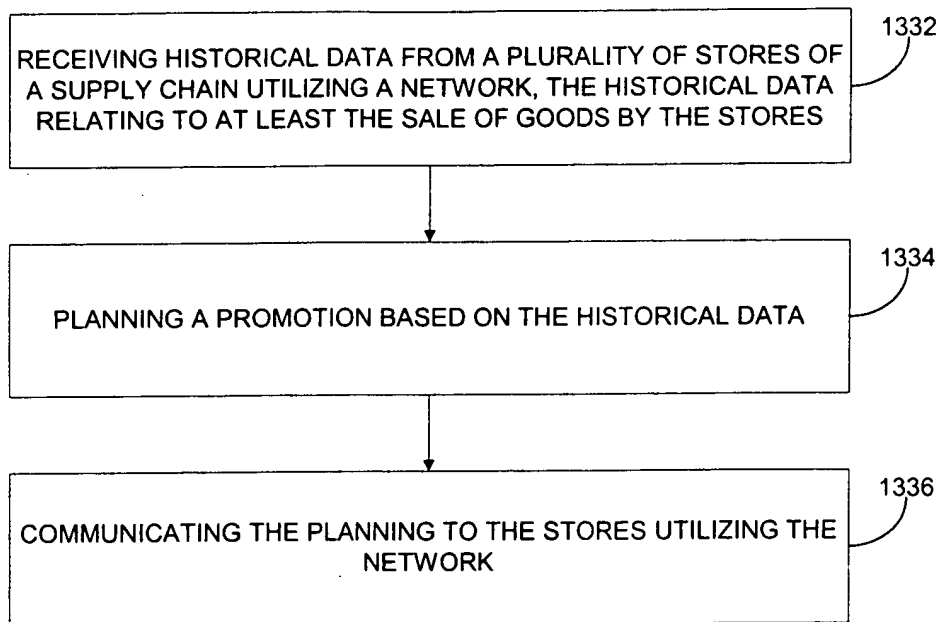


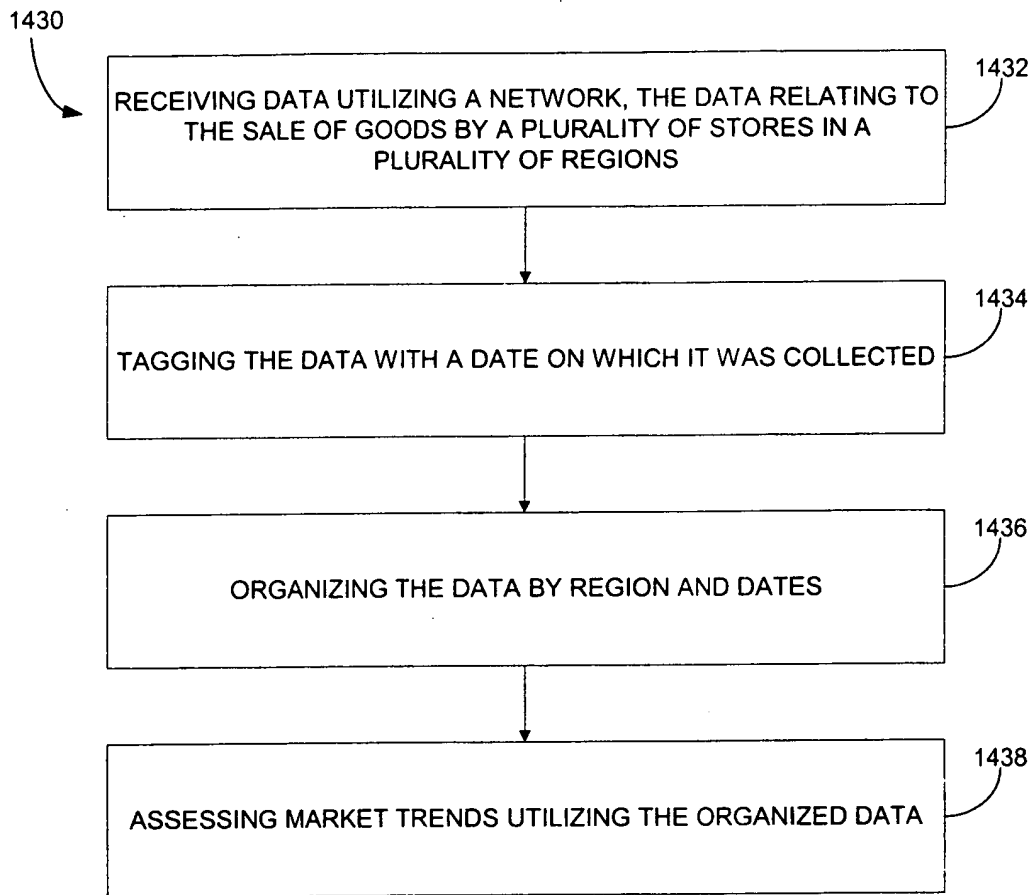
Fig. 12



1330



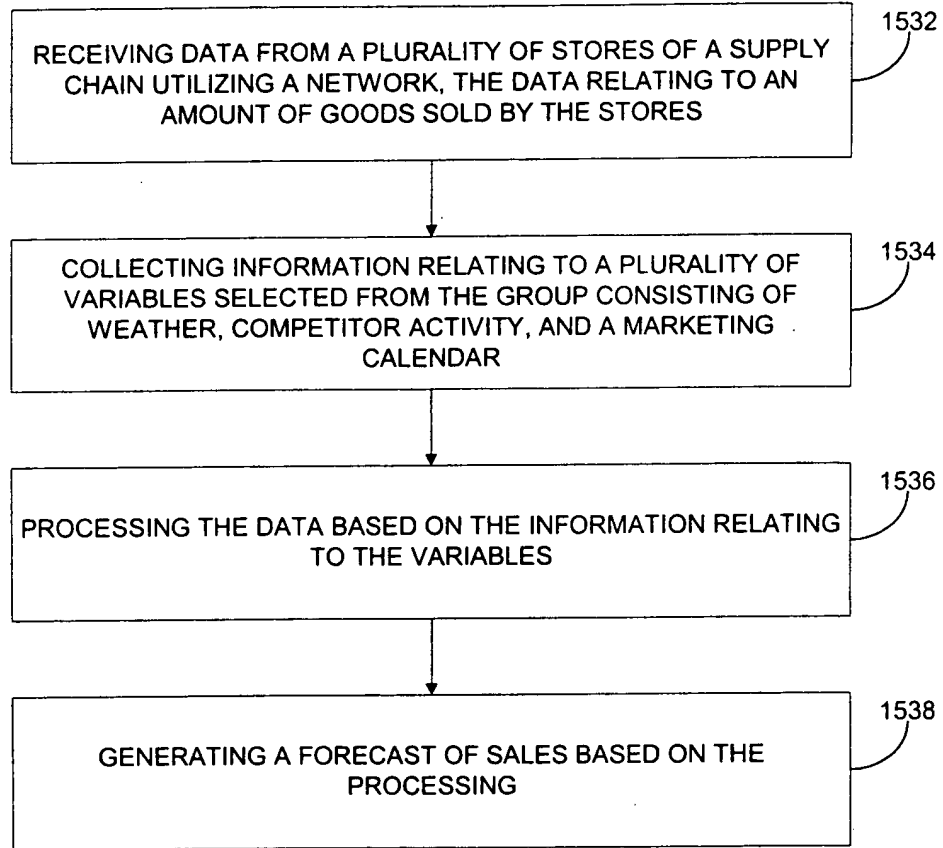
**FIG. 13**



**FIG. 14**



1530



**FIG. 15**



1630

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES, AND BEING IN A FIRST FORMAT ASSOCIATED WITH THE STORES

1632



SENDING THE DATA FROM THE STORES TO A SUPPLY CHAIN MANAGER UTILIZING THE NETWORK

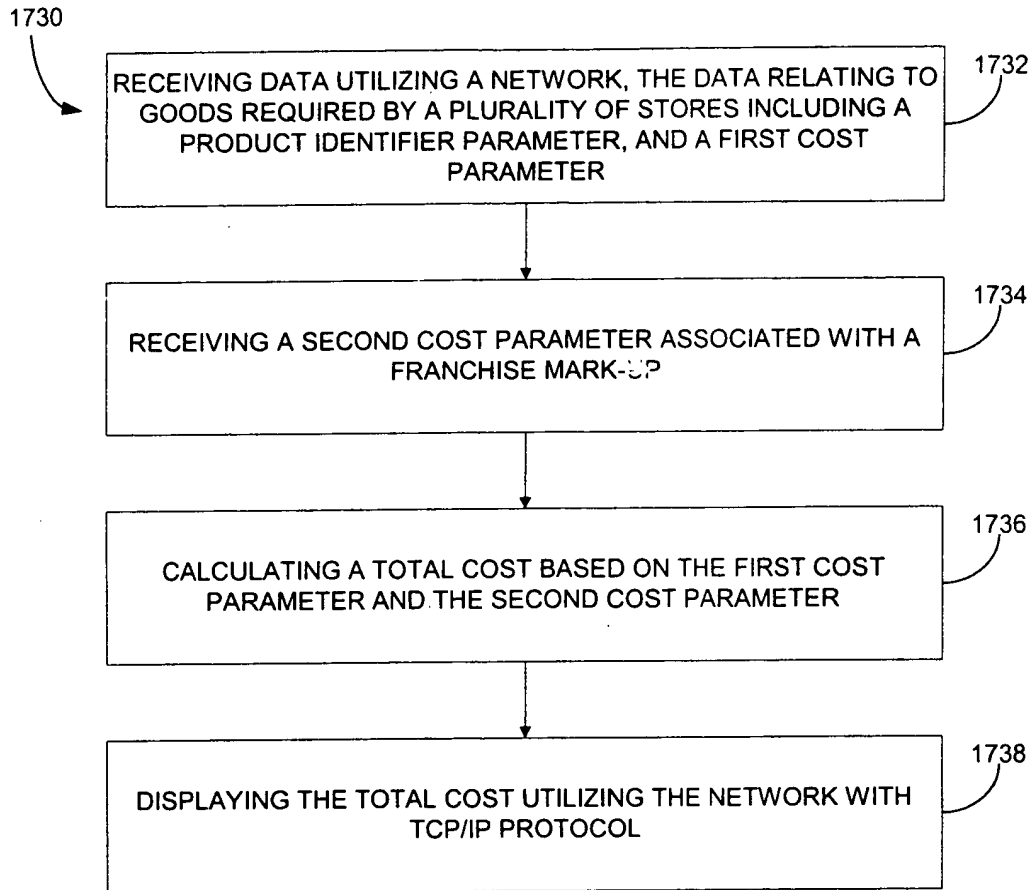
1634



TRANSLATING THE DATA TO A SECOND FORMAT ASSOCIATED WITH THE SUPPLY CHAIN MANAGER

1636

**FIG. 16**



**FIG. 17**

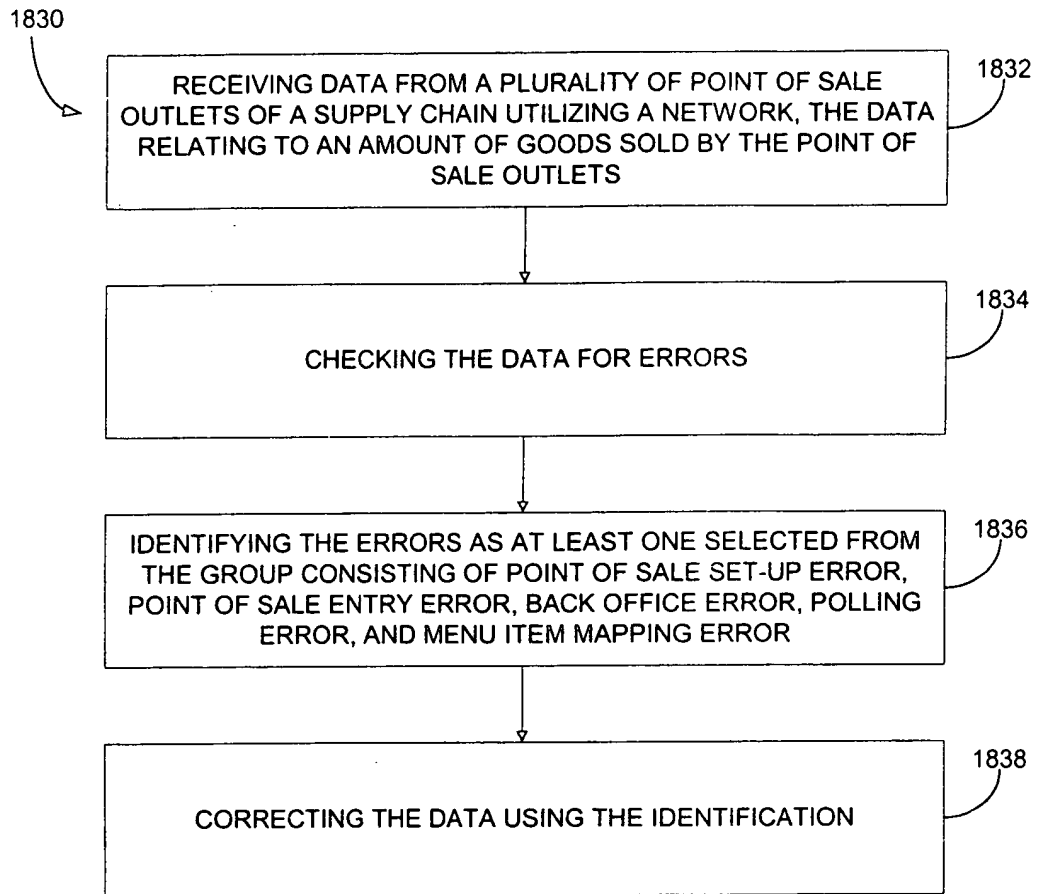
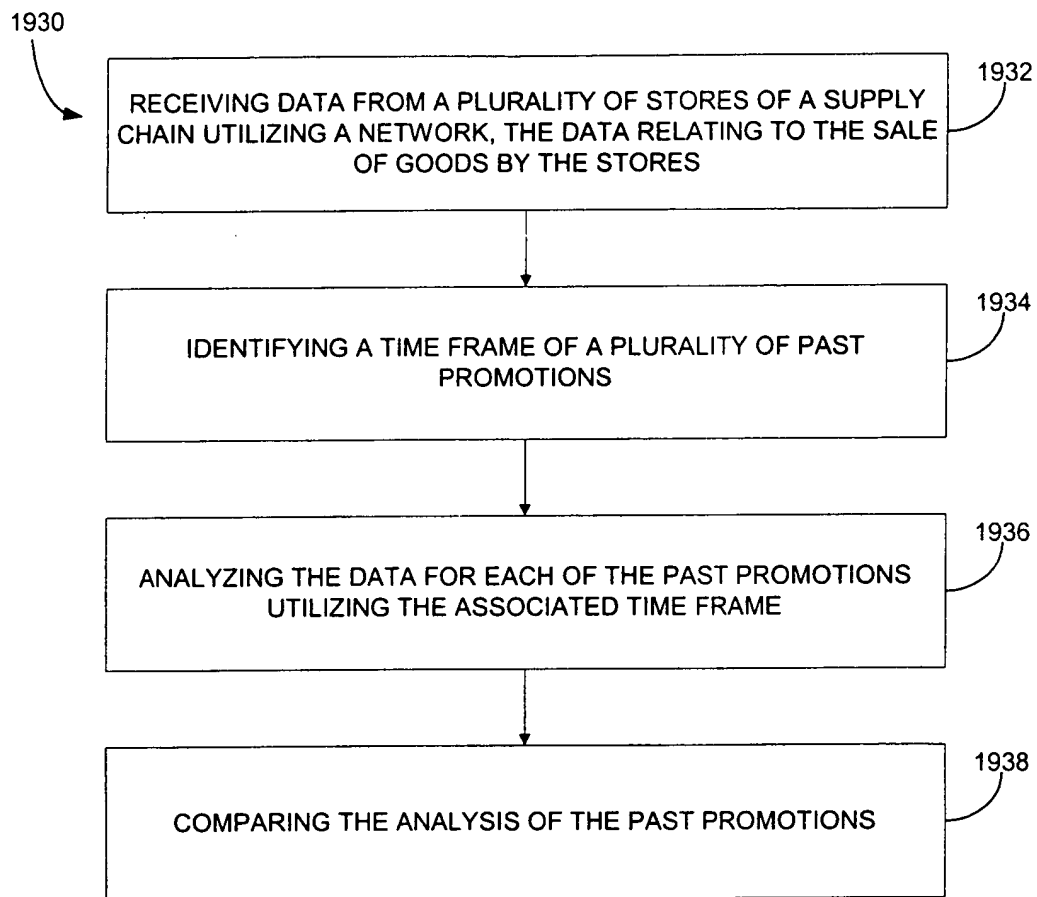


FIG. 18



**FIG. 19**

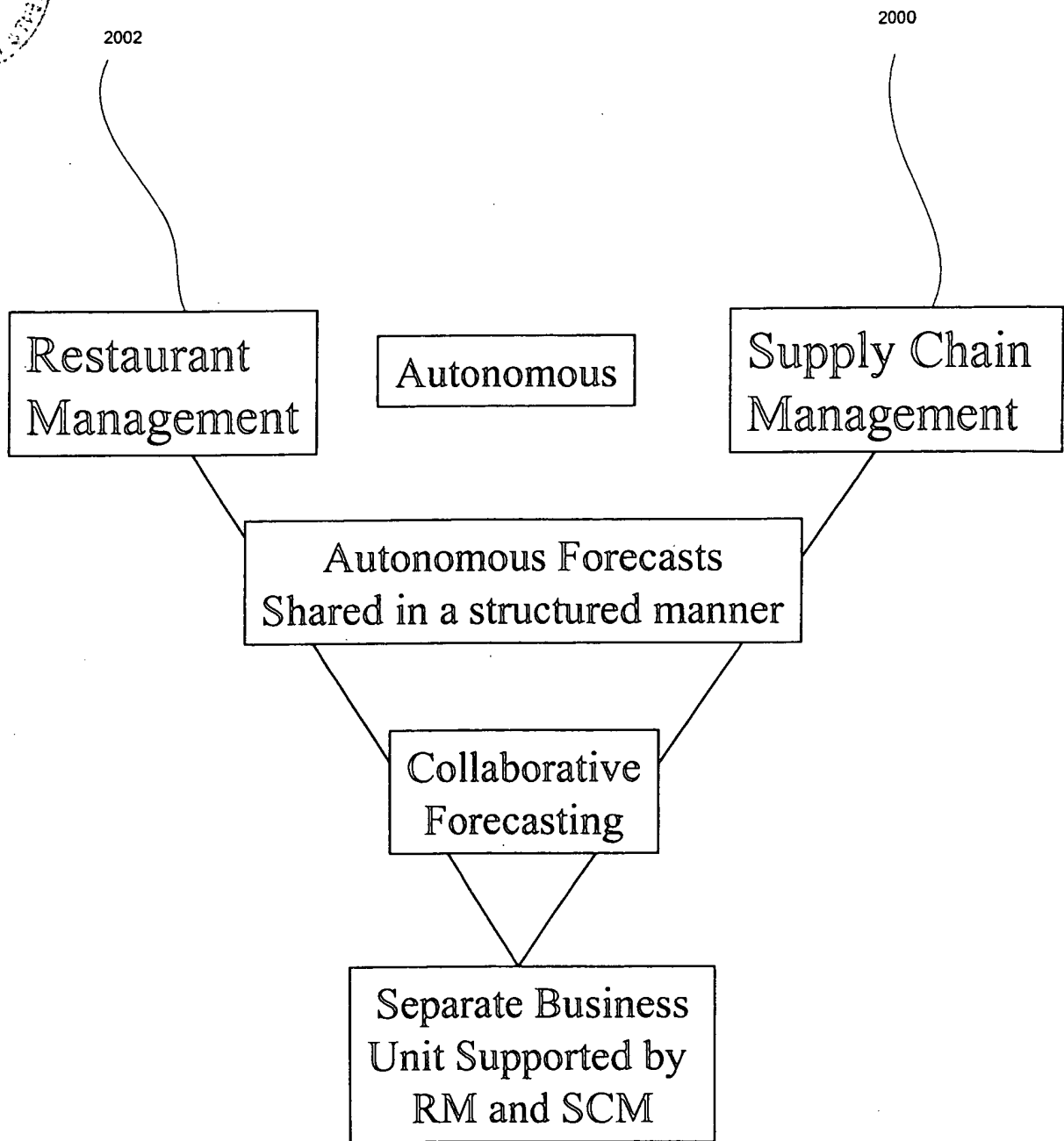
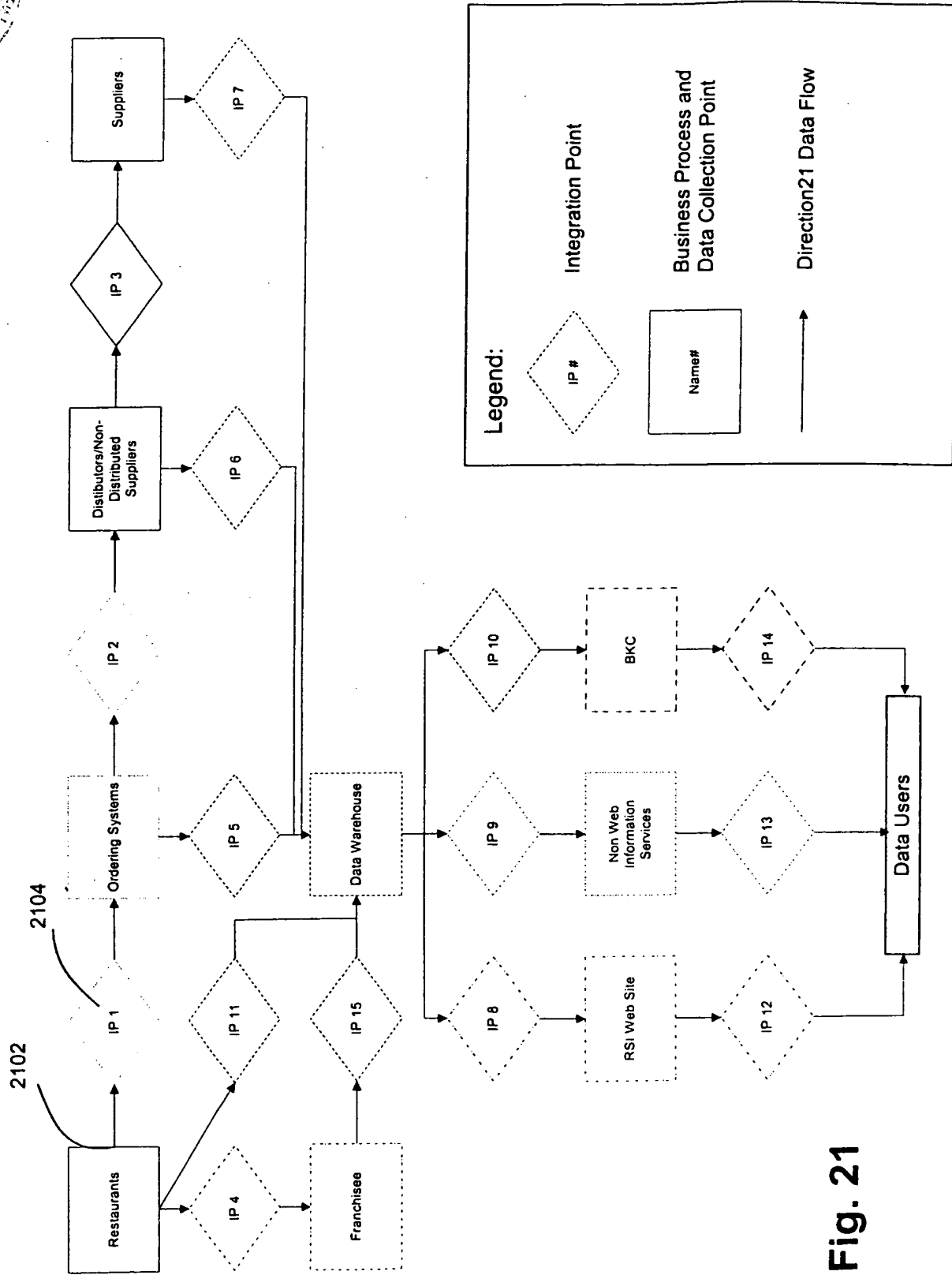
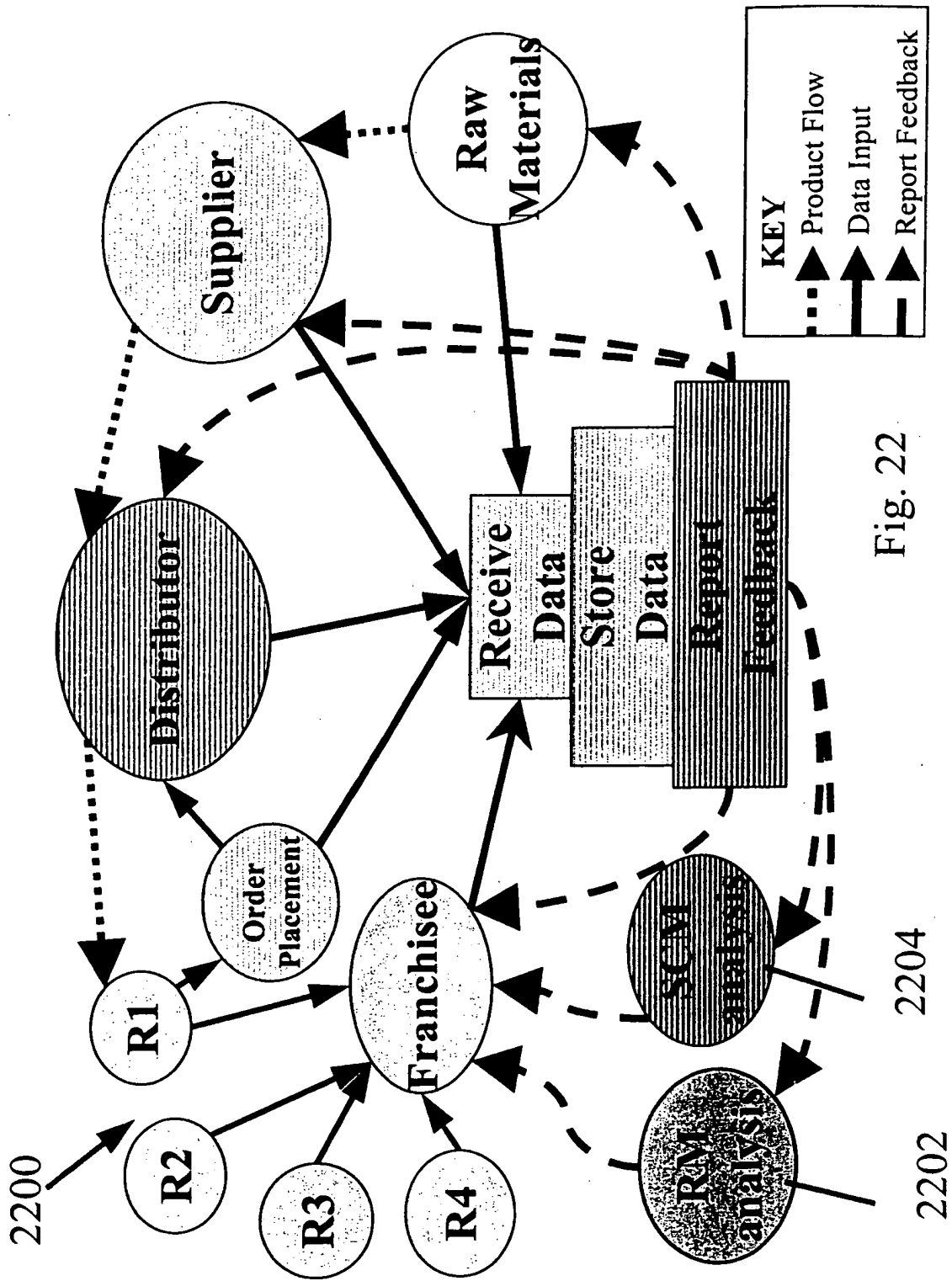
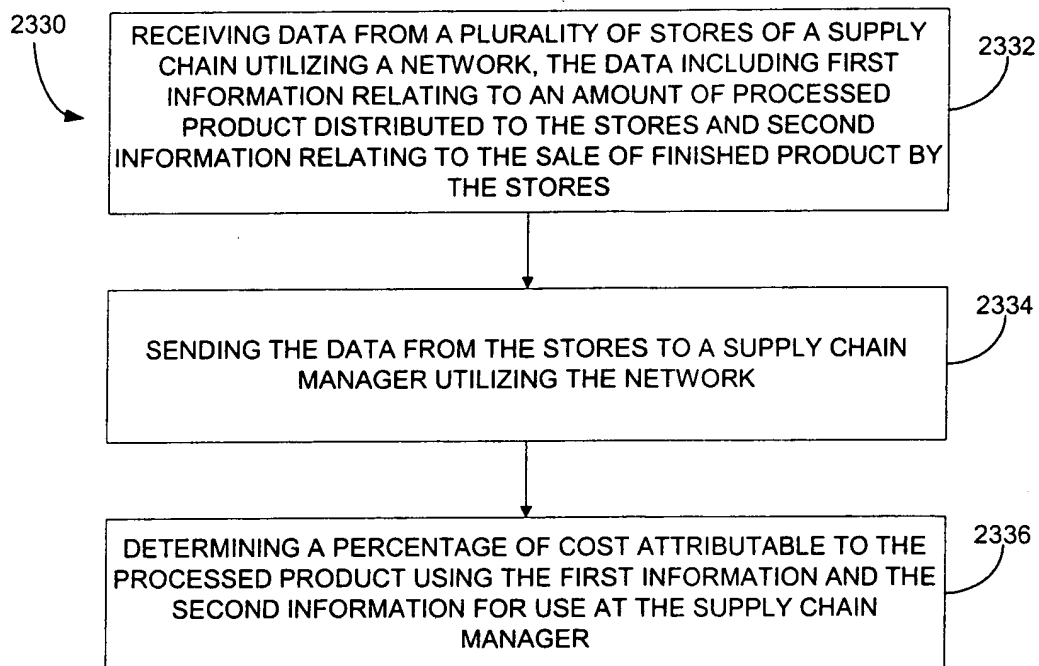
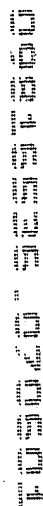


Fig. 20



**Fig. 21**

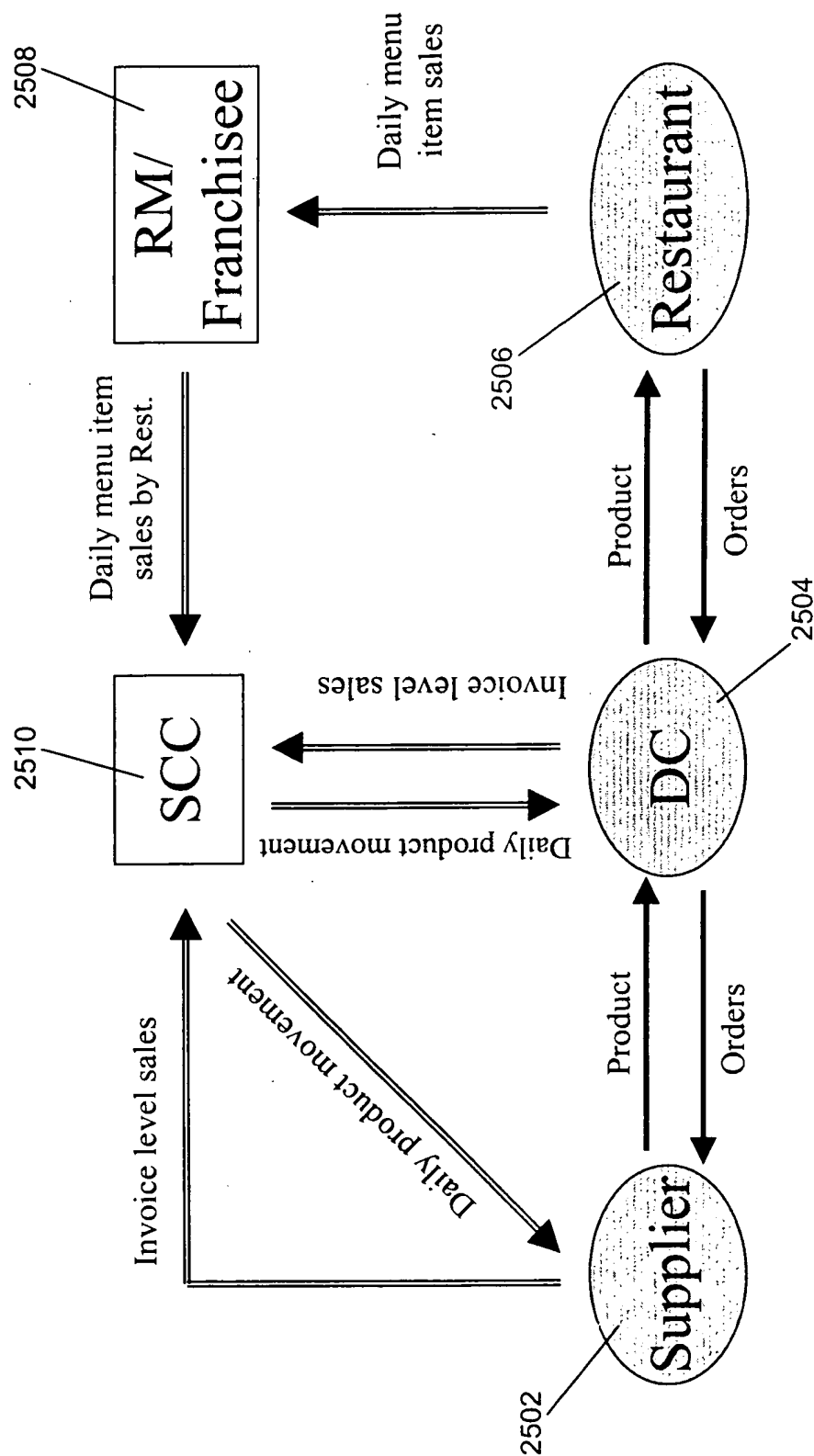








**FIG. 25**



2600

2602

2604



FIG. 27

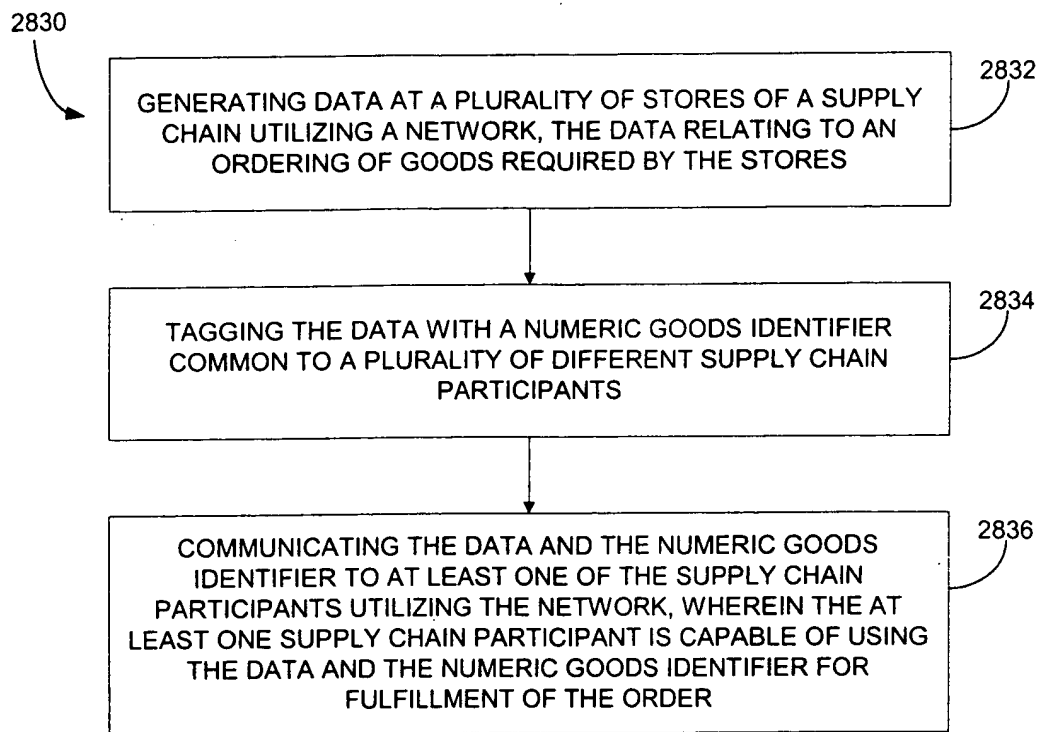
FIG. 27

2700

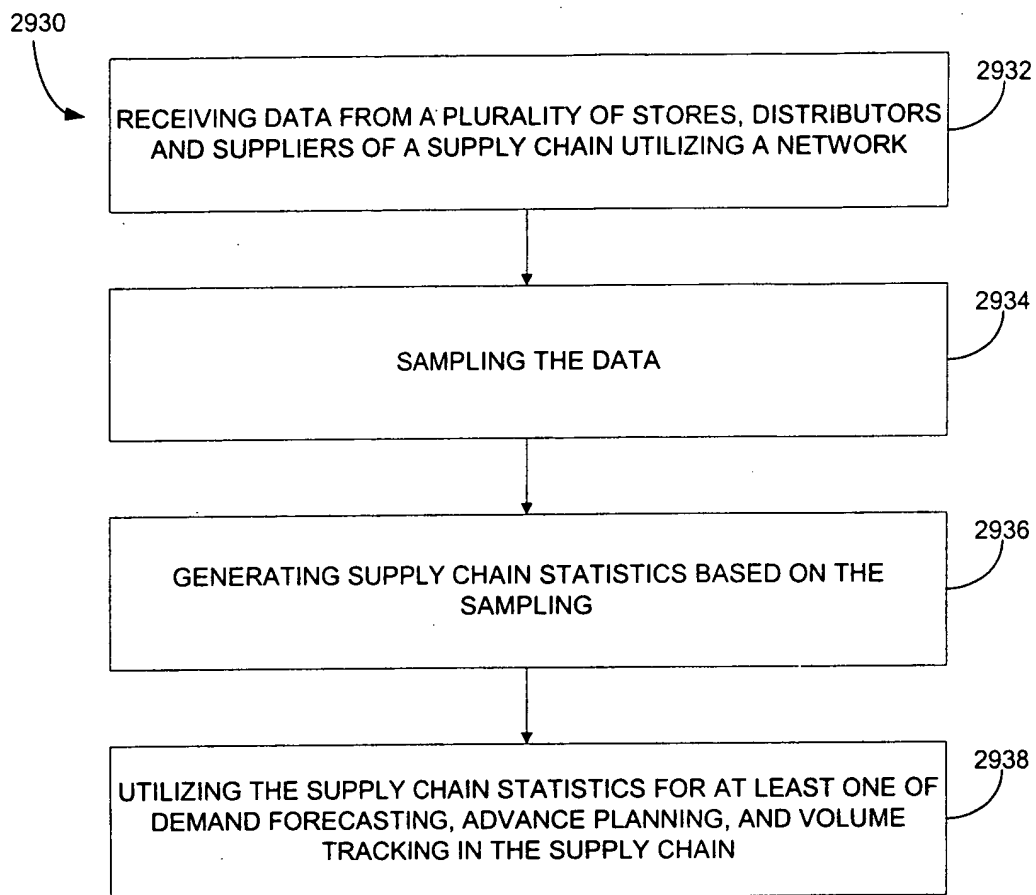
Promotional Monitor - System & Regional

|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      |
|  | WHOPPERS W/CHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      |
|  | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    |
|  | WHOPPERS W/CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    |
|  | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    |

2702



**FIG. 28**



**FIG. 29**

|                      |                |
|----------------------|----------------|
| Distribution Center: | Alliant Topeka |
|----------------------|----------------|

Time Period (Month/Yr): Jun-00

|                      |       |
|----------------------|-------|
| Total Cases Ordered: | 65712 |
|----------------------|-------|

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases:      | 154            | 68      | 62       | 284            |                             | 568              |
| Percent     | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       | 0.86%            |

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases:      | 990           | 70            |             | 1060             |
| Percent:    | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

|                                  |               |
|----------------------------------|---------------|
| <b>Delivery Order Fill Rate:</b> | <b>97.52%</b> |
|----------------------------------|---------------|

|                                 |       |
|---------------------------------|-------|
| <b>Total # of Deliveries:</b>   | 1232  |
| <b># of On-Time Deliveries:</b> |       |
| <b>On-Time Delivery Rate:</b>   | 0.00% |

|                            |               |
|----------------------------|---------------|
| Total # of Deliveries:     | 1232          |
| Total # of Perfect Orders: | 725           |
| <b>Perfect Order Rate:</b> | <b>58.85%</b> |

**FIG. 30**



3100

Alliant - Monthly DC Data Feed Performance  
August 2000  
Mock Report

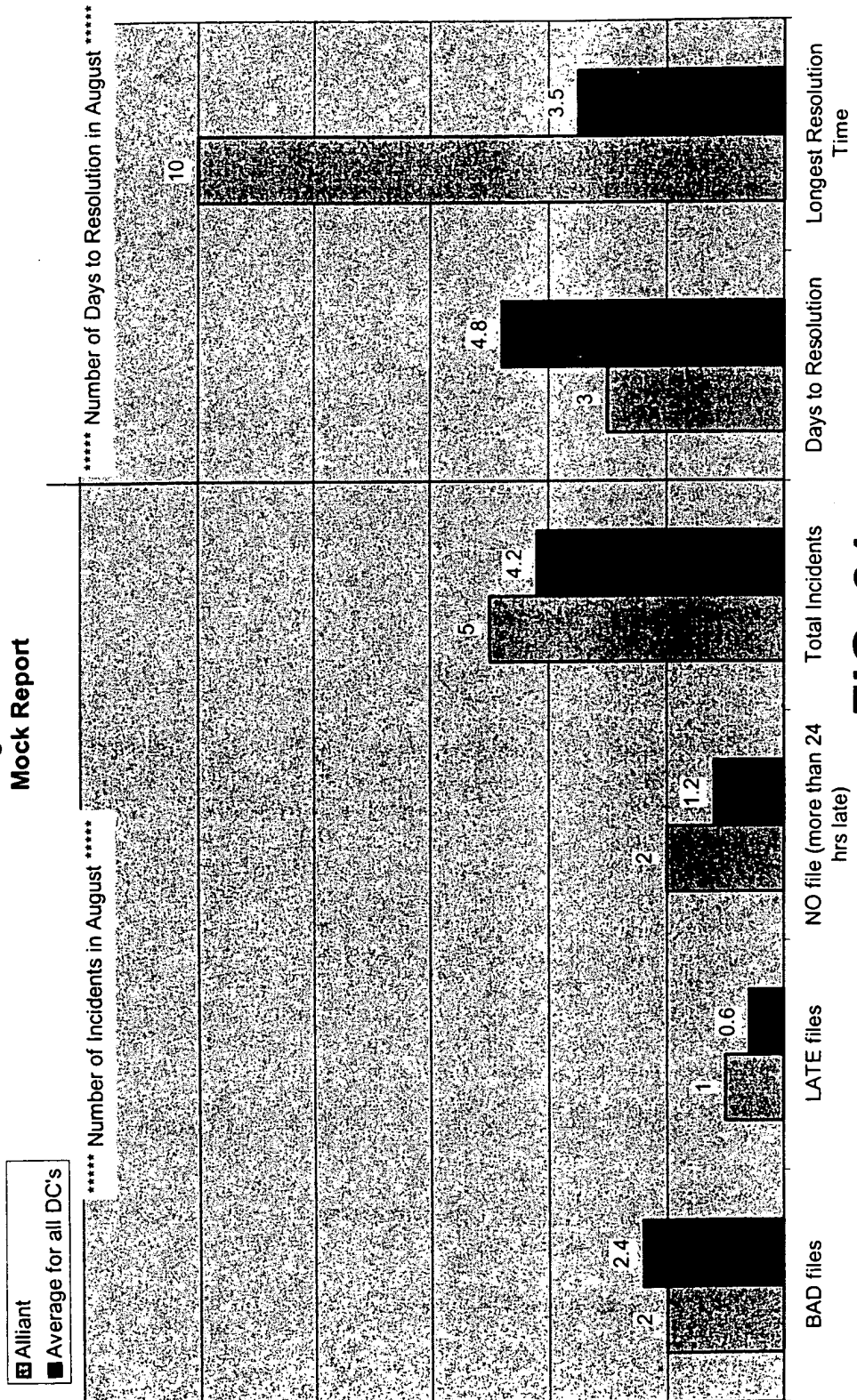


FIG. 31





# Service Level Reporting August

3200

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah        | 99.14%    |           |               |
| Alliant-Topeka         |           |           |               |
| Alliant Wixom          | 99.05%    |           |               |
| King-Atlanta           | 99.34%    |           | 78.70%        |
| King-Jacksonville      |           |           |               |
| King-Louisville        |           |           |               |
| Maines 29, Conklin     | 99.41%    |           | 79.25%        |
| Maines 30, Cleveland   |           |           |               |
| Maines Long Island     | 99.41%    |           |               |
| Maines New England     |           |           | 79.83%        |
| MBM Fullerton          | 99.13%    |           | #DIV/0!       |
| MBM Lewisville         |           |           | #DIV/0!       |
| MBM Orlando            |           |           | #DIV/0!       |
| MBM Rocky Mount        | 99.13%    |           | #DIV/0!       |
| McCabe's               |           |           |               |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         |           |           |               |
| PFD Supply             | 99.18%    |           |               |
| PFG Victoria           | 99.42%    | #DIV/0!   |               |
| PYA/Monarch            | 99.20%    |           |               |
| Reinhart-Cedar Rapids  | 99.05%    |           |               |
| Reinhart-Oak Creek     | 99.31%    |           |               |
| Reinhart-Rogers        |           |           |               |
| Restaurants NW         | 99.03%    | 99.07%    | 80.47%        |
| Shamrock Commerce City |           | 99.88%    | 85.59%        |
| Shamrock Phoenix       | 99.81%    |           |               |
| Sygma Harrisburg       |           |           |               |
| Sygma Stockton         |           |           |               |
| Sysco                  |           |           |               |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 99.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |
| Didn't meet BK Min.  |

FIG. 32



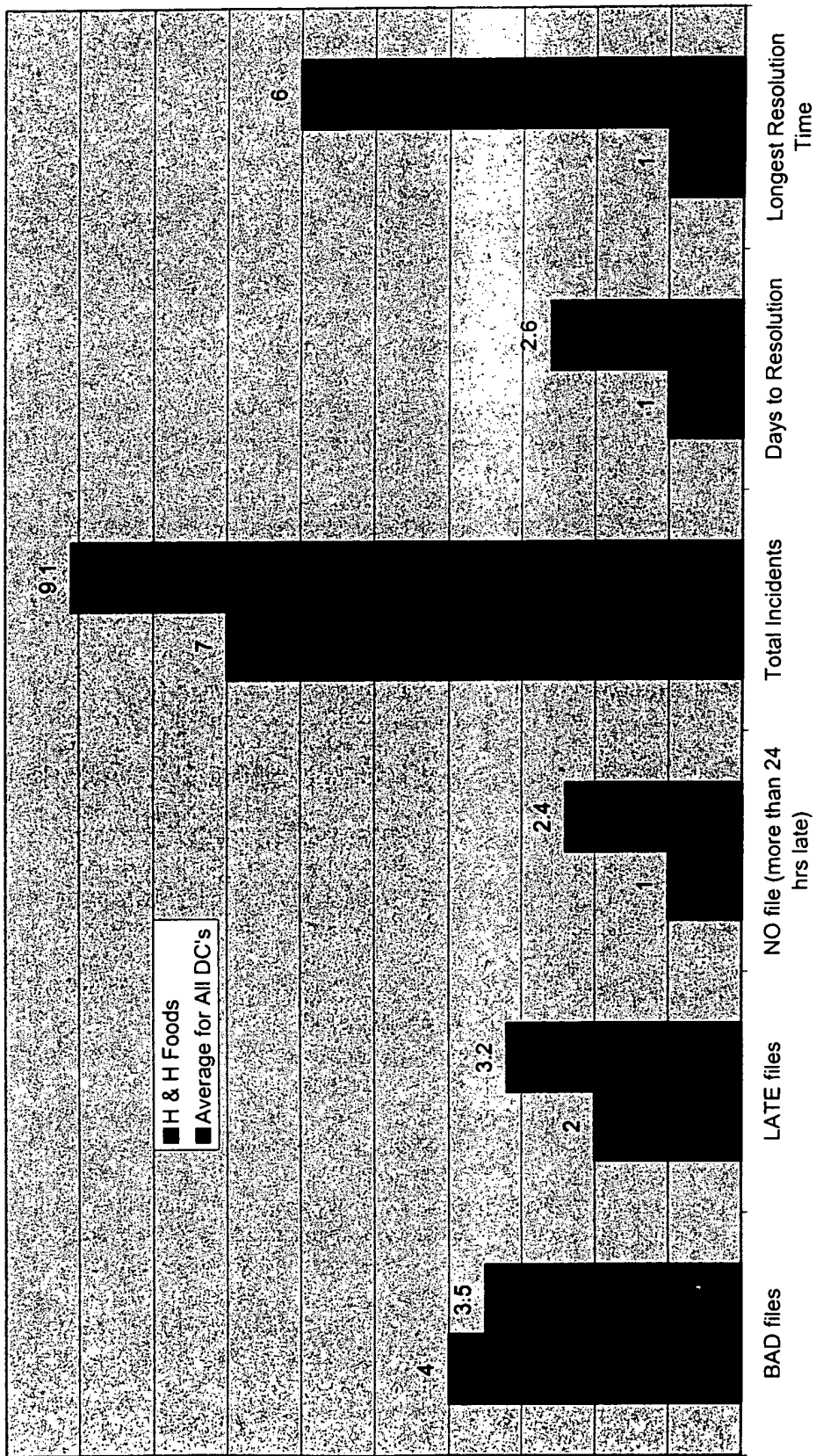


3400

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400





3500

FIG. 35

# Service Level Reporting November - Mock Report



3500

|                                 | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                         |                             |                             |                                   |
| COMARK INSTRUMENTS, INC.        |                             |                             |                                   |
| WHITEFORD FOODS, INC.           |                             |                             |                                   |
| LEPAGE BAKERY / COUNTRY KITCHEN |                             |                             |                                   |
| NCR-SYSTEM MEDIA                |                             |                             |                                   |
| SIGNATURE MEATS GROUP           |                             |                             |                                   |
| SCHWEBEL'S BAKING CO.           |                             |                             |                                   |
| MAUI CUP                        |                             |                             |                                   |
| MIRA PLASTICS                   |                             |                             |                                   |
| DIXIE PRODUCE & PACKAGING       |                             |                             |                                   |
| NOR-LAKE, INC.                  |                             |                             |                                   |
| FORT JAMES OPERATING COMPANY    |                             |                             |                                   |
| FRESH ADVANTAGE, KG             |                             |                             |                                   |
| SILVER KING - MN - CORP         |                             |                             |                                   |
| TYSON FOODS                     |                             |                             |                                   |
| READY ACCESS                    |                             |                             |                                   |
| GEORGIA PACIFIC TISSUE          |                             |                             |                                   |
| CLOUGHERTY PACKING              |                             |                             |                                   |
| BEVERAGE - AIR                  |                             |                             |                                   |
| COMPONENT HARDWARE GROUP, INC.  |                             |                             |                                   |
| COCA - COLA USA                 |                             |                             |                                   |
| TOASTMASTER                     |                             |                             |                                   |
| GRANT COUNTY FOODS              |                             |                             |                                   |
| FRESH EXPRESS                   |                             |                             |                                   |
| TAYLOR FARMS                    |                             |                             |                                   |
| MODULAR DISPENSING SYSTEM       |                             |                             |                                   |
| CENTURY PRODUCTS, LLC           |                             |                             |                                   |
| ROSE PACKING COMPANY            |                             |                             |                                   |

|         |                             |                             |                                   |
|---------|-----------------------------|-----------------------------|-----------------------------------|
|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |



100-443887-1000

3600



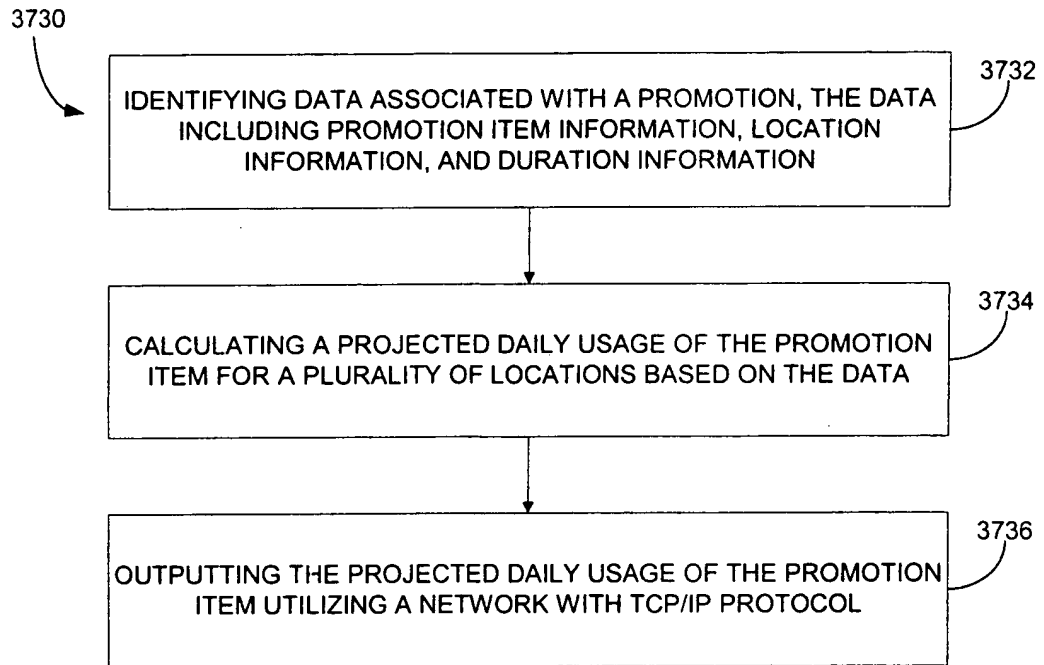
## Mock Report/1

|  | FY 01      | Oct-00   | Nov-00   | Dec-00   | Jan-01   | Feb-01   | Mar-01   | Apr-01   | May-01   |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Food Cost Index</b>                         |            |          |          |          |          |          |          |          |          |
| Plan   | 99.75      | 99.69    | 99.20    | 98.63    | 100.33   | 100.49   | 101.12   | 100.44   | 99.92    |
| Actual   |            | 99.10    | 98.90    |          |          |          |          |          |          |
| Variance                                       |            | 0.59     |          |          |          |          |          |          |          |
| Good/(Bad)                                     |            |          | 0.30     |          |          |          |          |          |          |
| <b>Total Dollar Purchases (in Millions) /2</b> |            |          |          |          |          |          |          |          |          |
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual   |            | \$182.84 | \$182.08 |          |          |          |          |          |          |
| Variance                                       |            | \$1.14   | \$0.65   |          |          |          |          |          |          |
| Good/(Bad)                                     |            | 0.6%     | 0.4%     |          |          |          |          |          |          |

/1 Includes on food cost index items.

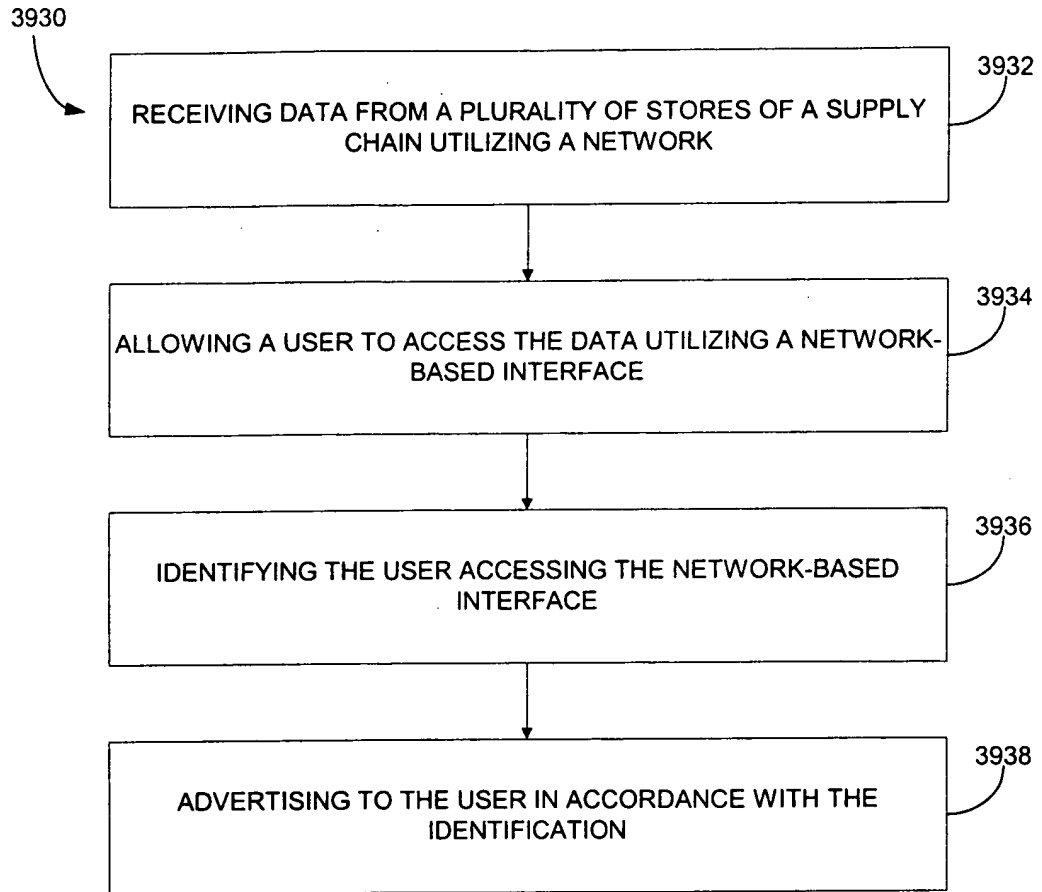
/2 Based on FY 99 Sales Volumes

FIG. 36



**FIG. 37**

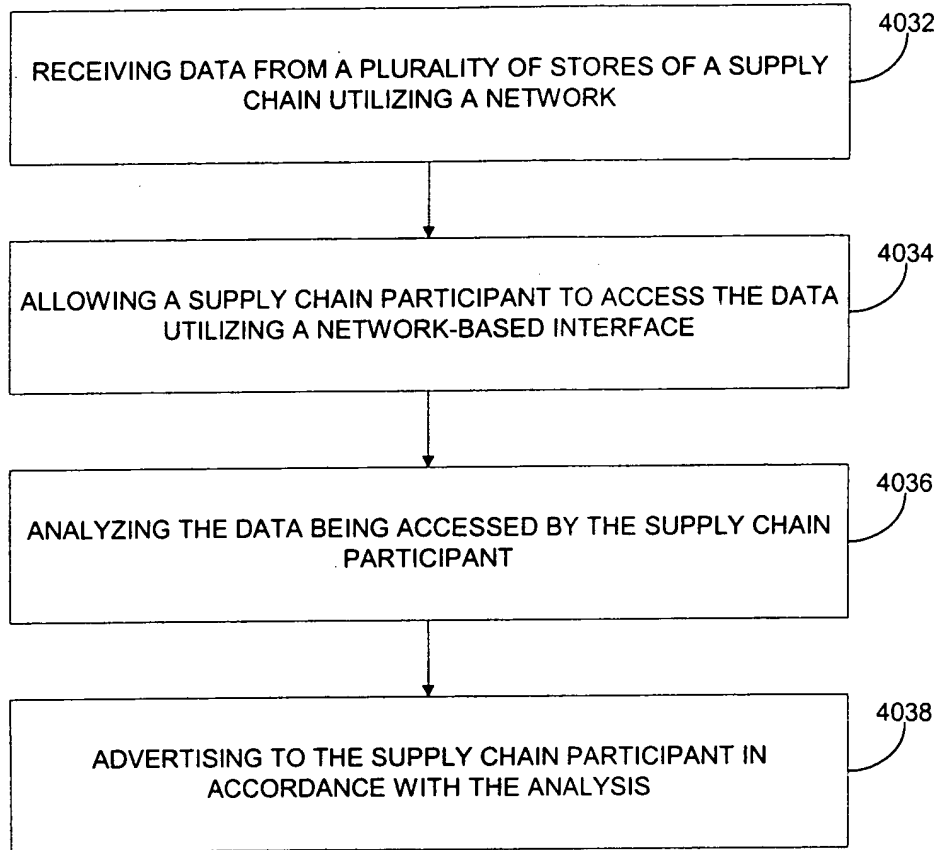




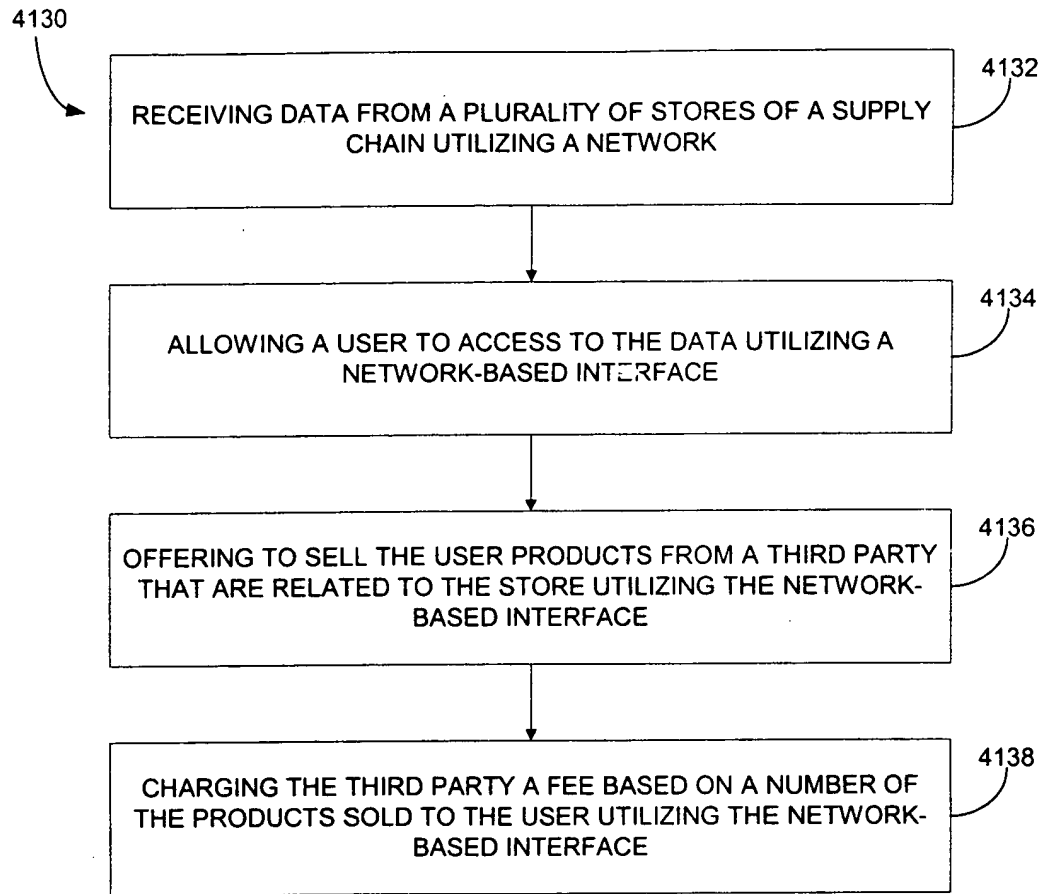
**FIG. 39**



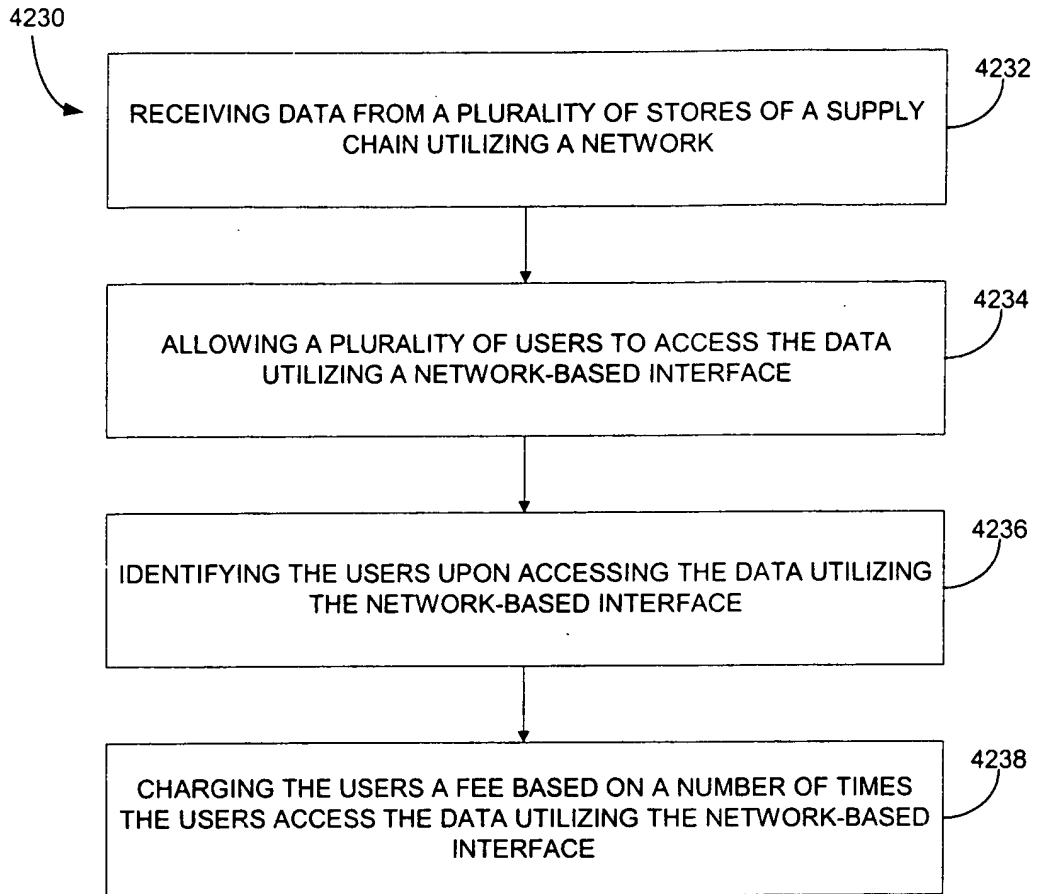
4030



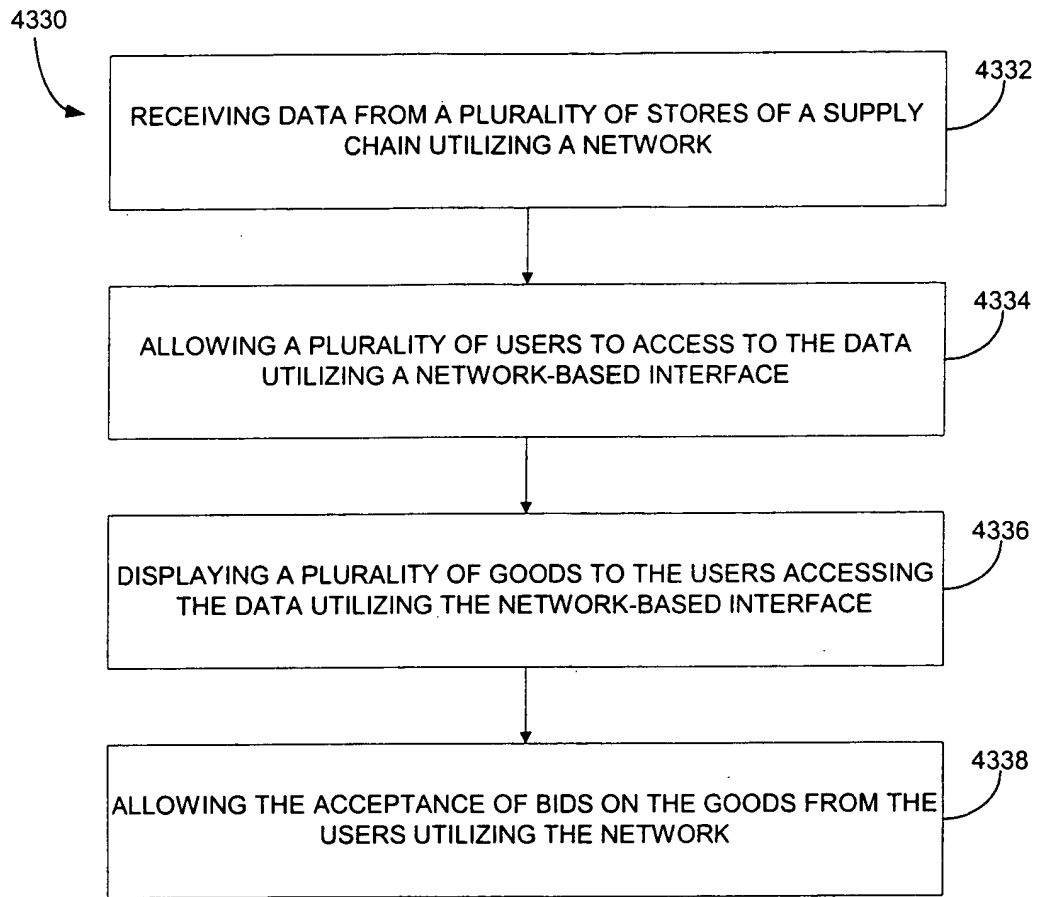
**FIG. 40**



**FIG. 41**



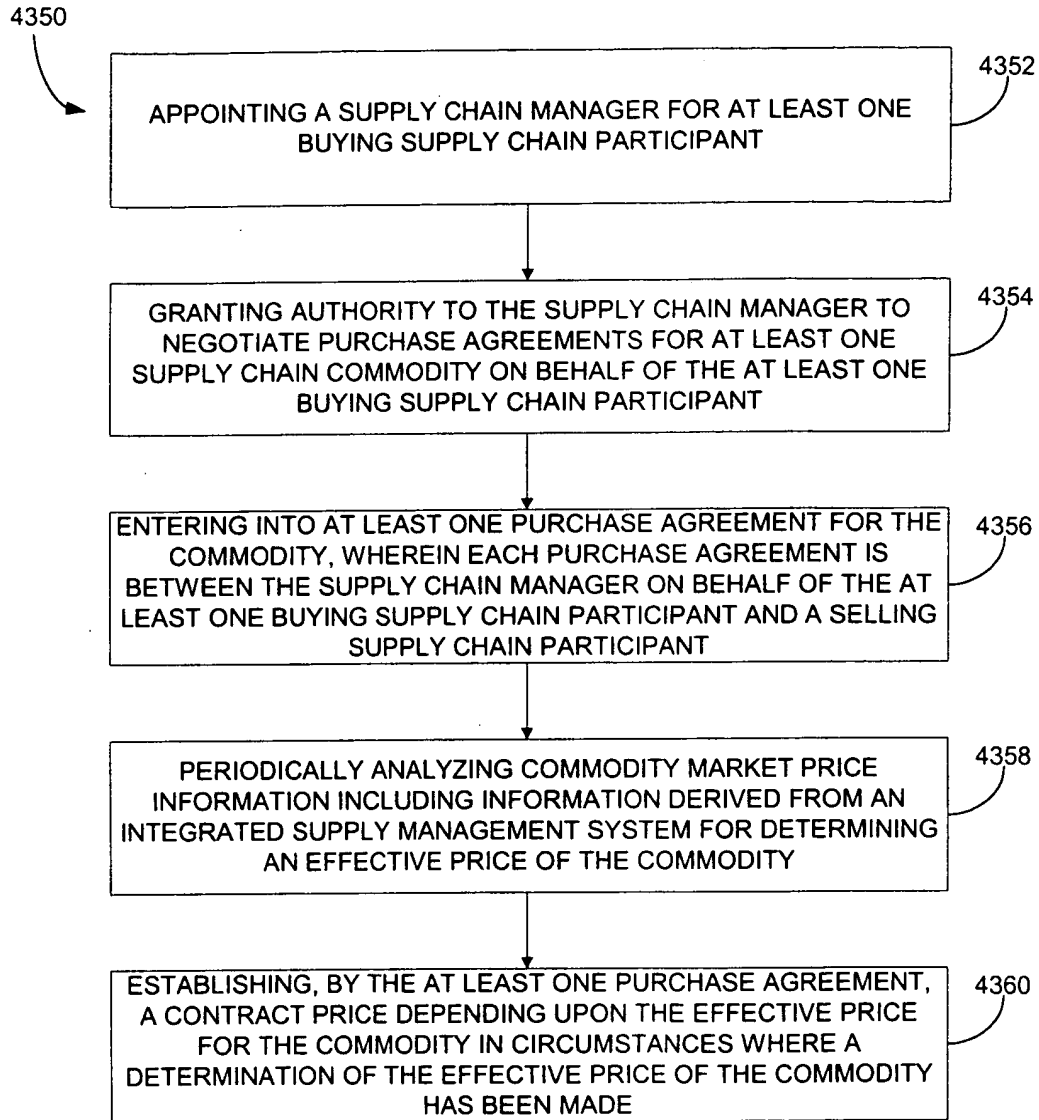
**FIG. 42**



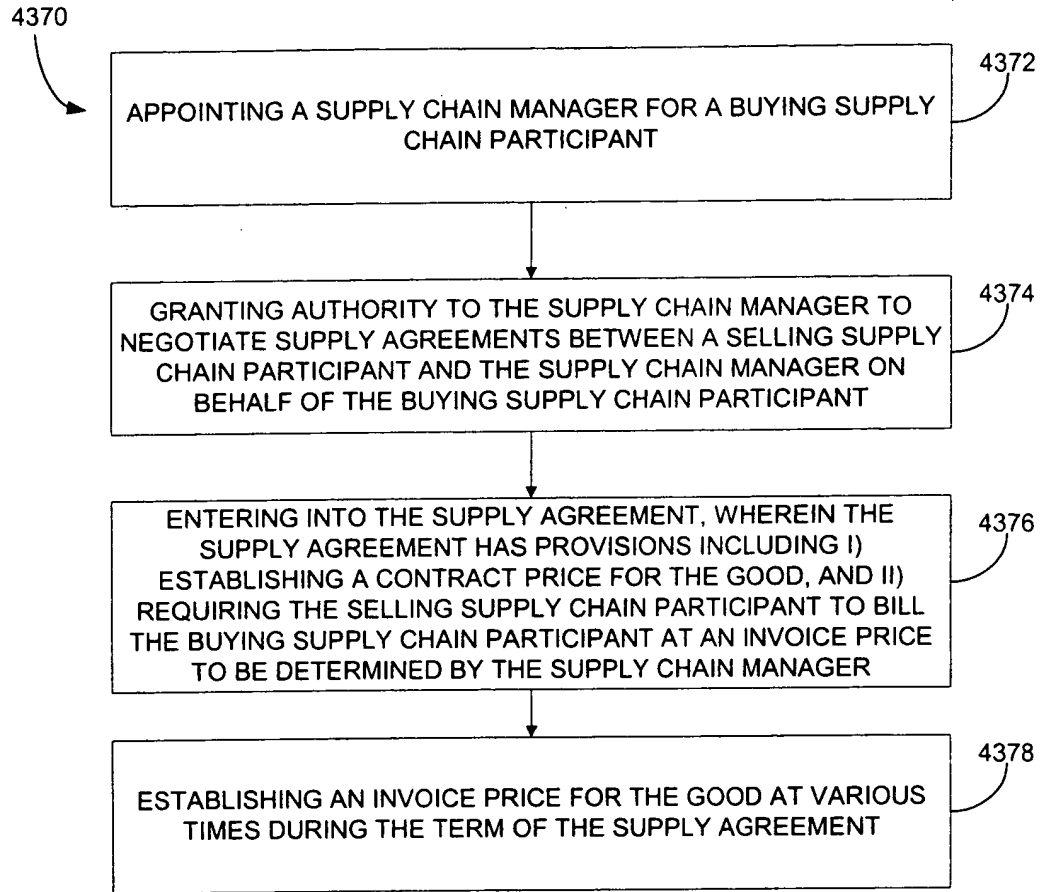
**FIG. 43A**



4350 4352 4354 4356 4358 4360



**FIG. 43B**



**FIG. 43C**

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE  
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE  
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF  
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT  
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY  
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL  
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET  
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN  
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION  
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED  
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF  
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER  
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN  
MANAGER A COMMODITY POSITION PRICE

4394

**FIG. 43D**

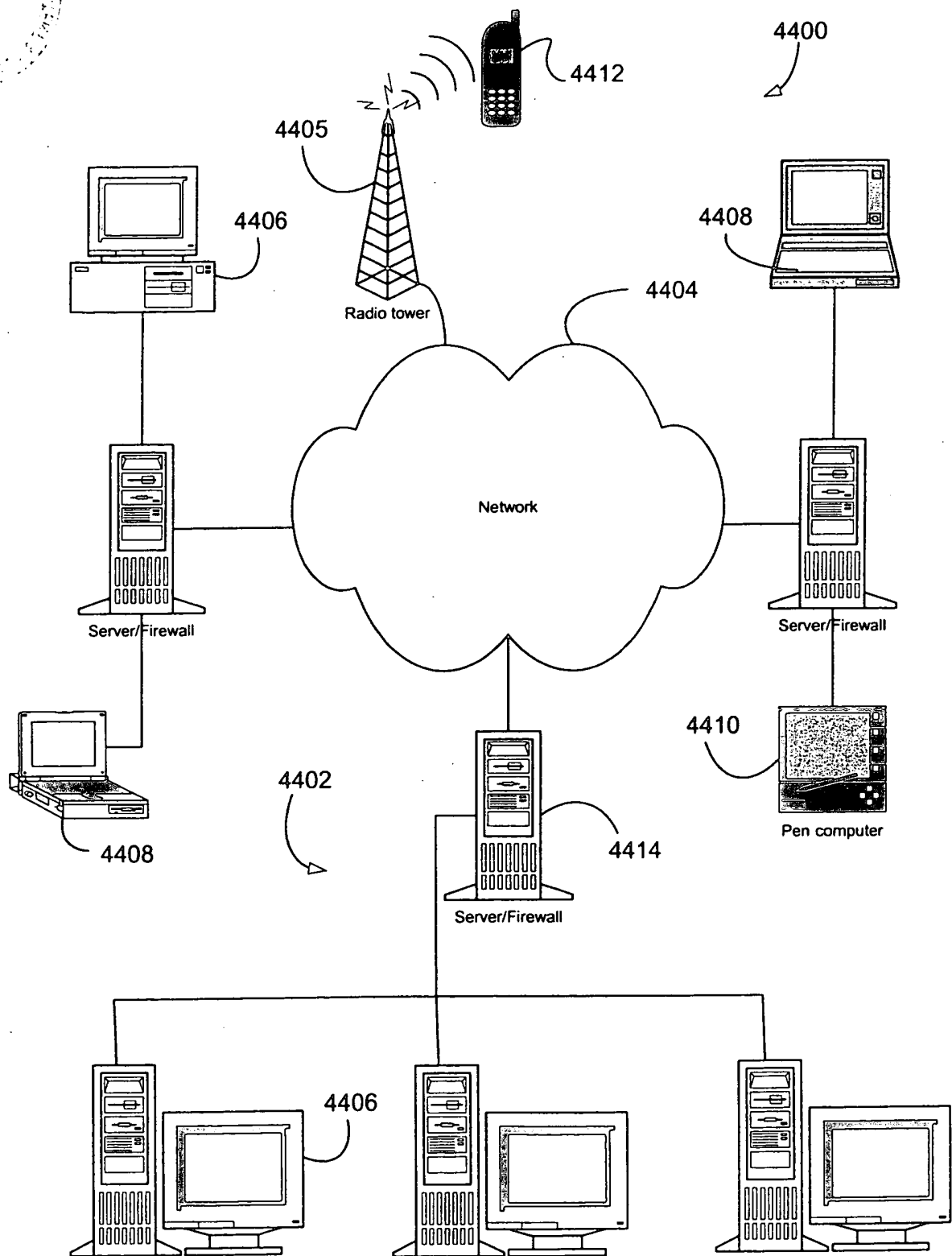


FIG. 44



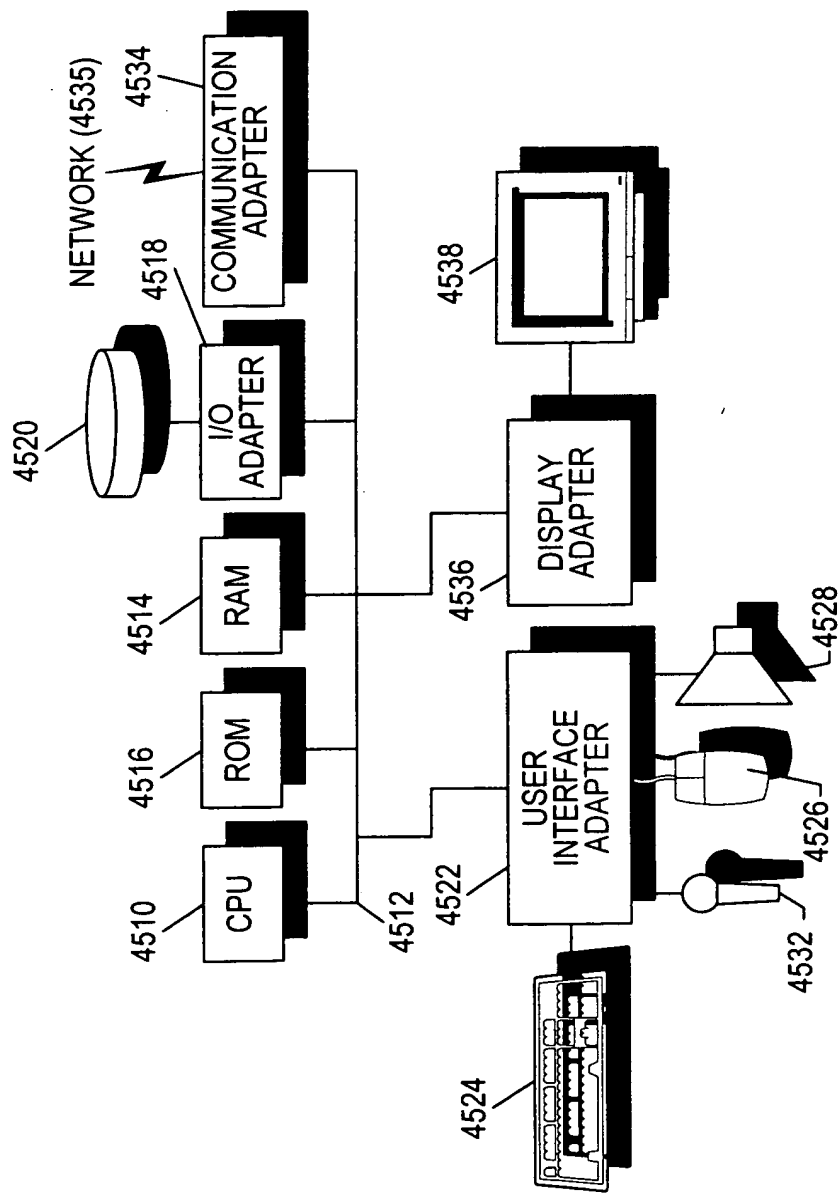


FIG. 45

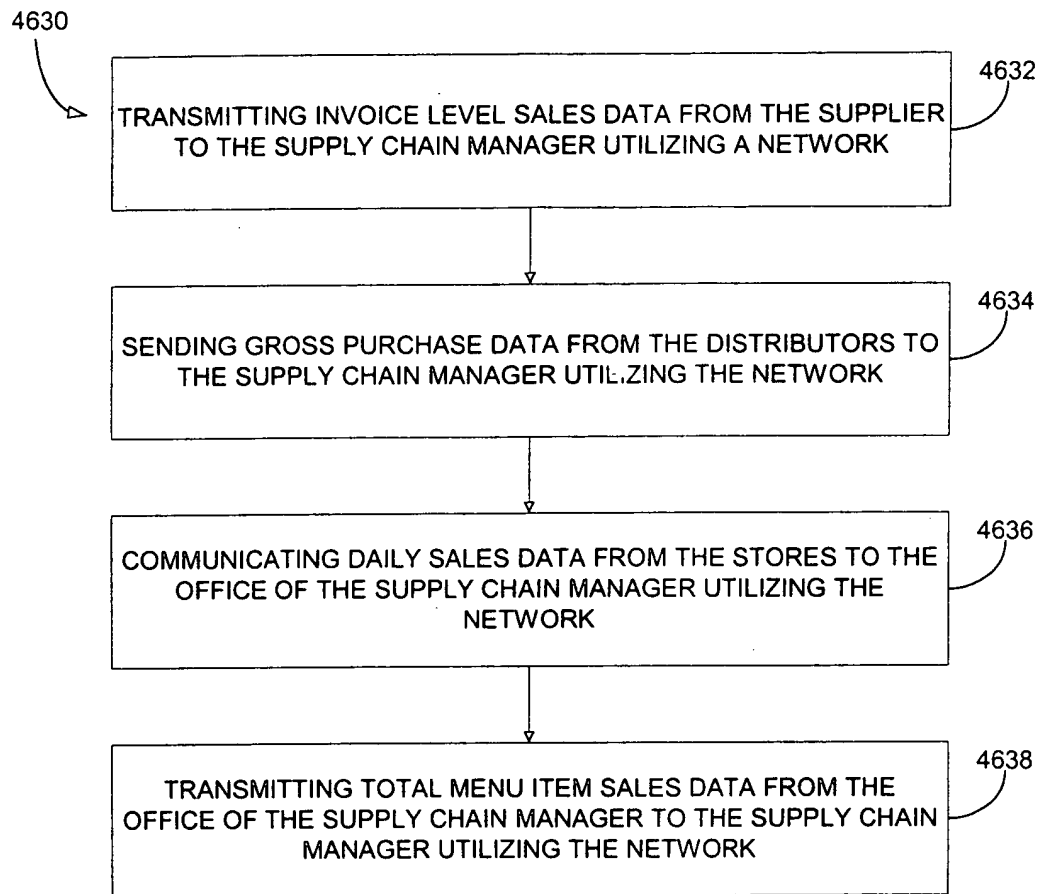
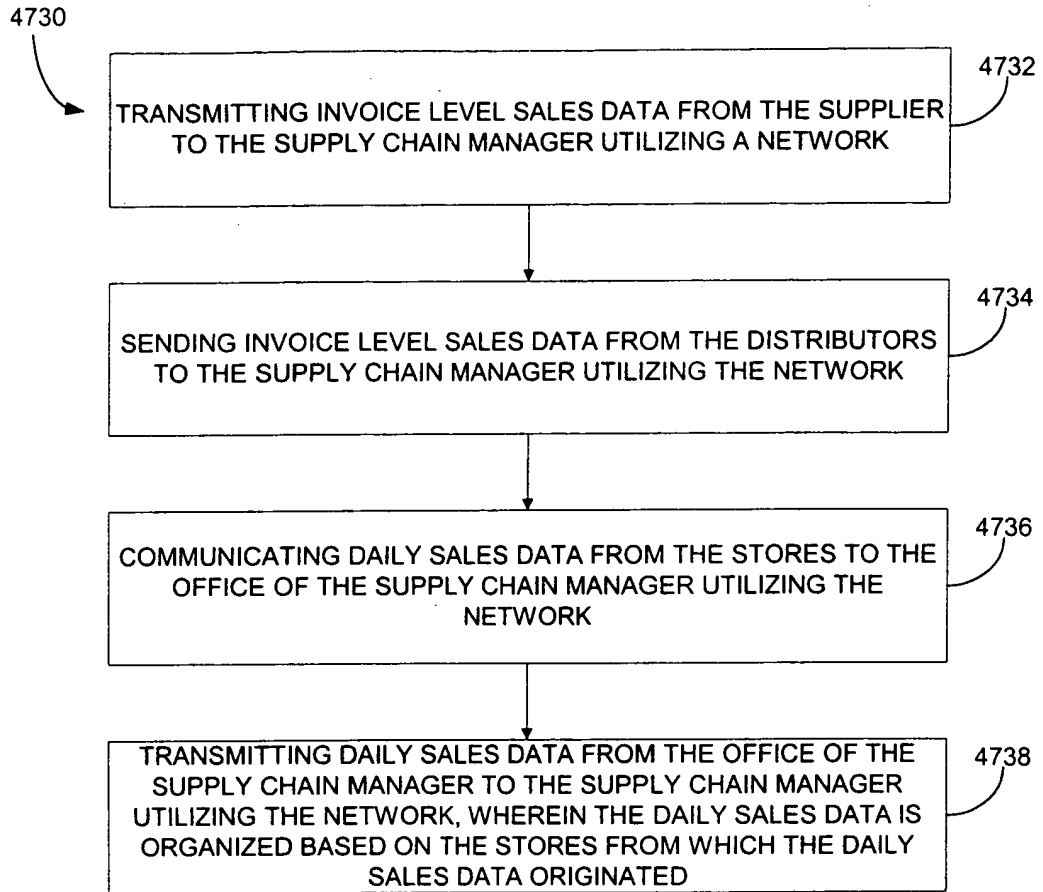


FIG. 46



**FIG. 47**



4830

ALLOWING A USER TO LINK TO A PLURALITY OF RESTAURANT  
INTERFACES INCLUDING INFORMATION RELATING TO AT LEAST  
ONE DISTRIBUTOR

4832

DISPLAYING AT LEAST ONE DISTRIBUTOR LINK ON EACH  
RESTAURANT INTERFACE, EACH DISTRIBUTOR LINK CAPABLE OF  
LINKING TO A DISTRIBUTOR INTERFACE INCLUDING  
INFORMATION RELATING TO AT LEAST ONE SUPPLIER

4834

DEPICTING AT LEAST ONE SUPPLIER LINK ON EACH DISTRIBUTOR  
INTERFACE, EACH SUPPLIER LINK CAPABLE OF LINKING TO A  
SUPPLIER INTERFACE

4836

**FIG. 48**

**RSI**

**Restaurant Services, Inc.**

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Password

Franchisee

Enter Site

Click For Help

4902



## About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

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[Map/Directions](#)

[General Information](#)

[Legal Information](#)

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[BKC link](#)

[NFA link](#)



Internet

**FIG. 49**

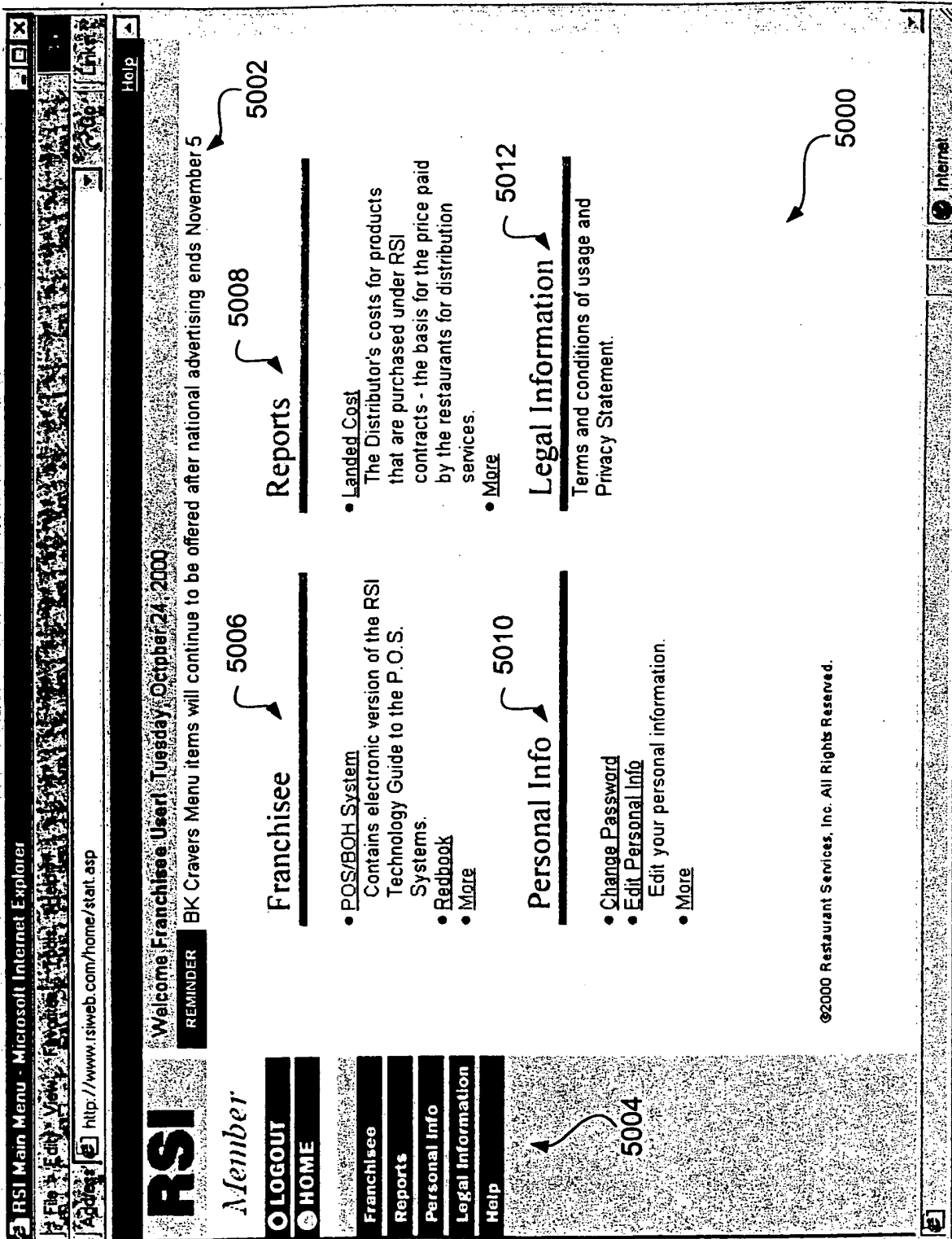
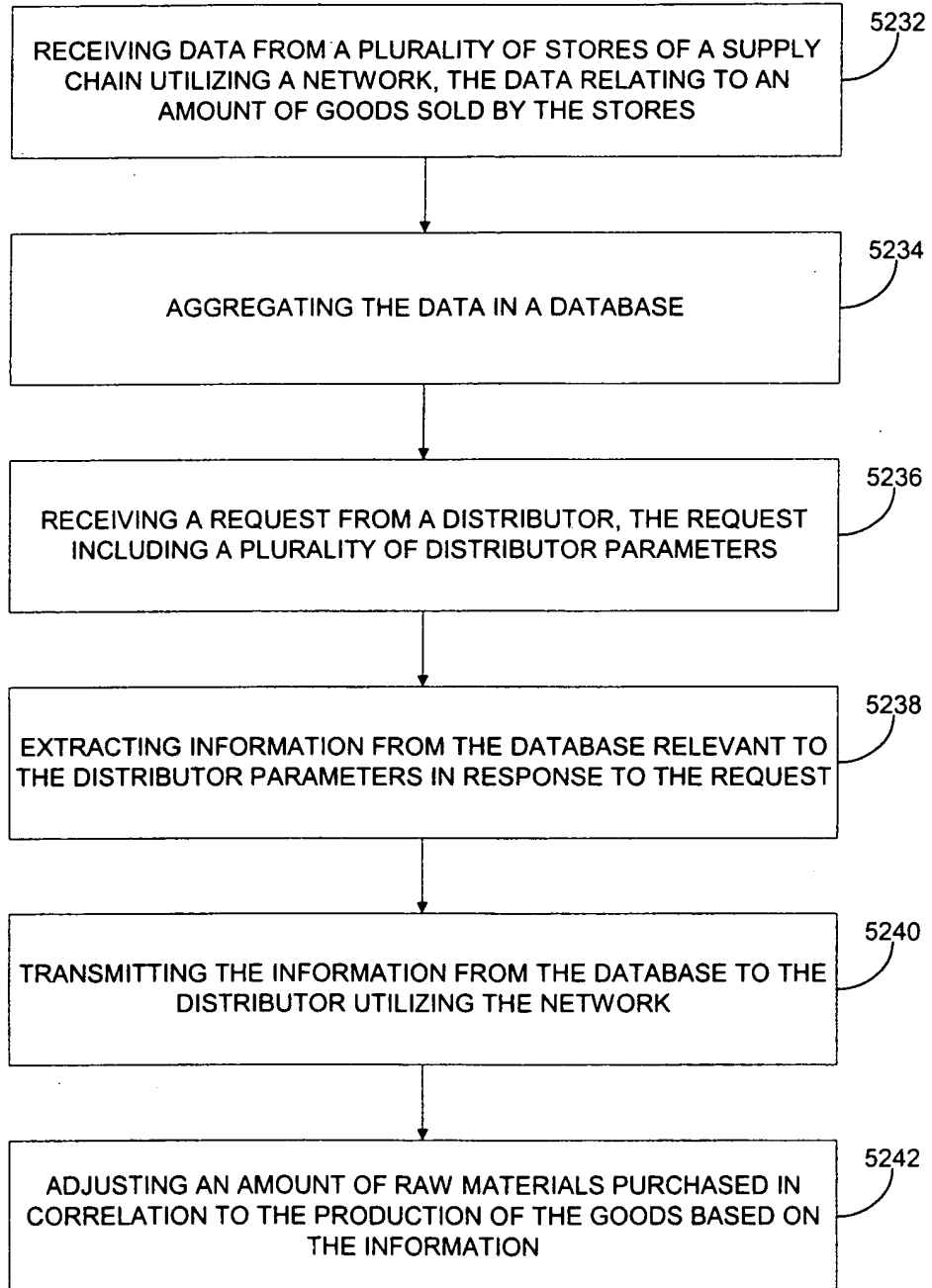


FIG. 50





5230



**FIG. 52**



**FIG. 53**

**RSI**

*Distributor*

**LOGOUT**

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**Legal Information**

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Printer Friendly Version

**REINHART - CEDAR RAPIDS, IA**  
Local Promotion Summary by DC  
Tuesday, October 24, 2000

5400

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| Local Promotion Option | ADI                             | Start Date | Projected Dry Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|------------------------|---------------------------------|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup       | Chicago, IL                     | 6/1/00     | 85                  | 98                  | 8                        |                               |
|                        | Davenport-Rt Moline, IA         | 6/1/00     | 85                  | 32                  | 17                       |                               |
|                        | Des Moines-Ames, IA             | 7/10/00    | 85                  | 17                  | 28                       |                               |
|                        | Omaha, NE                       | 7/10/00    | 85                  | 17                  | 30                       |                               |
|                        | Peoria, IL                      | 8/1/00     | 85                  | 98                  | 17                       |                               |
|                        | Sioux City, IA                  | 8/28/00    | 85                  | 98                  | 10                       |                               |
|                        | Springfield-Decatur-Chmpg, IL   | 8/1/00     | 85                  | 98                  | 1                        |                               |
| 32 oz. Motor Cup Total |                                 |            |                     |                     | 131                      |                               |
| Big King               | Cedar Rapids-Waterloo-Dubuq, IA | 4/15/00    |                     | 98                  | 10                       |                               |
|                        | Davenport-Rt Moline, IA         | 4/15/00    |                     | 98                  | 17                       |                               |
|                        | Ottumwa-Kirkville, IA           | 4/15/00    |                     | 98                  | 3                        |                               |
| Big King Total         |                                 |            |                     |                     | 30                       |                               |
| Pancake Minis          | Chicago, IL                     | 5/15/00    | 20                  | 98                  | 8                        |                               |
|                        | Peoria, IL                      | 6/1/00     | 20                  | 98                  | 17                       |                               |
|                        | Sioux City, IA                  | 4/15/00    | 20                  | 98                  | 10                       |                               |
| Pancake Minis Total    |                                 |            |                     |                     | 35                       |                               |

Done

Internet

**FIG. 54**

10/24/2000 10:34:30 AM

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/supplier/s\_iposdaily.asp?report=true

RSI

Supplier

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POS Implied Daily Usage - Supplier

Supplier: TYSON FOODS Retrieve

Printer Friendly Version

Supplier: TYSON FOODS

POS Implied Daily Usage - Supplier

Tuesday, October 24, 2000

5500

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| FOB Point             | DC         | Item Description | % Chg 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | Week Ending Total |
|-----------------------|------------|------------------|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|
| Total of DC Locations |            |                  |                  |       |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |
| CHICKEN- 6            | PATTY      |                  | 0.00%            |       | 90    | 137   | 144   | 111   | 100   | 98    | 95    | 100   | 134   | 137   | 125   | 100   | 100   | 700               |
| CHICKEN- 7            | BK BROILER |                  | 0.00%            |       | 35    | 51    | 60    | 48    | 46    | 43    | 43    | 40    | 53    | 60    | 48    | 46    | 41    | 330               |
| CHICKEN- 8            | TENDERS    |                  | 0.00%            |       | 222   | 338   | 337   | 265   | 240   | 220   | 225   | 240   | 340   | 316   | 255   | 228   | 223   | 1,815             |
| CHICKN                |            |                  |                  |       |       |       |       |       |       |       |       |       |       |       |       |       |       | 1,008             |
|                       |            |                  |                  |       |       |       |       |       |       |       |       |       |       |       |       |       |       | 354               |
|                       |            |                  |                  |       |       |       |       |       |       |       |       |       |       |       |       |       |       | 1,418             |
|                       |            |                  |                  |       |       |       |       |       |       |       |       |       |       |       |       |       |       | 1,203             |

Done Internet

FIG. 55

10/22/00 11:25:10

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address: http://www.rsiweb.com/lan/1\_iplic.asp?report=true

RSI

Member

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Help

Landed Cost Report

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

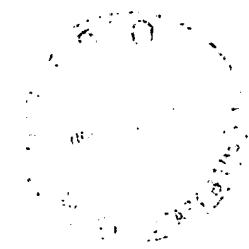
Contact Number: 305-529-3409

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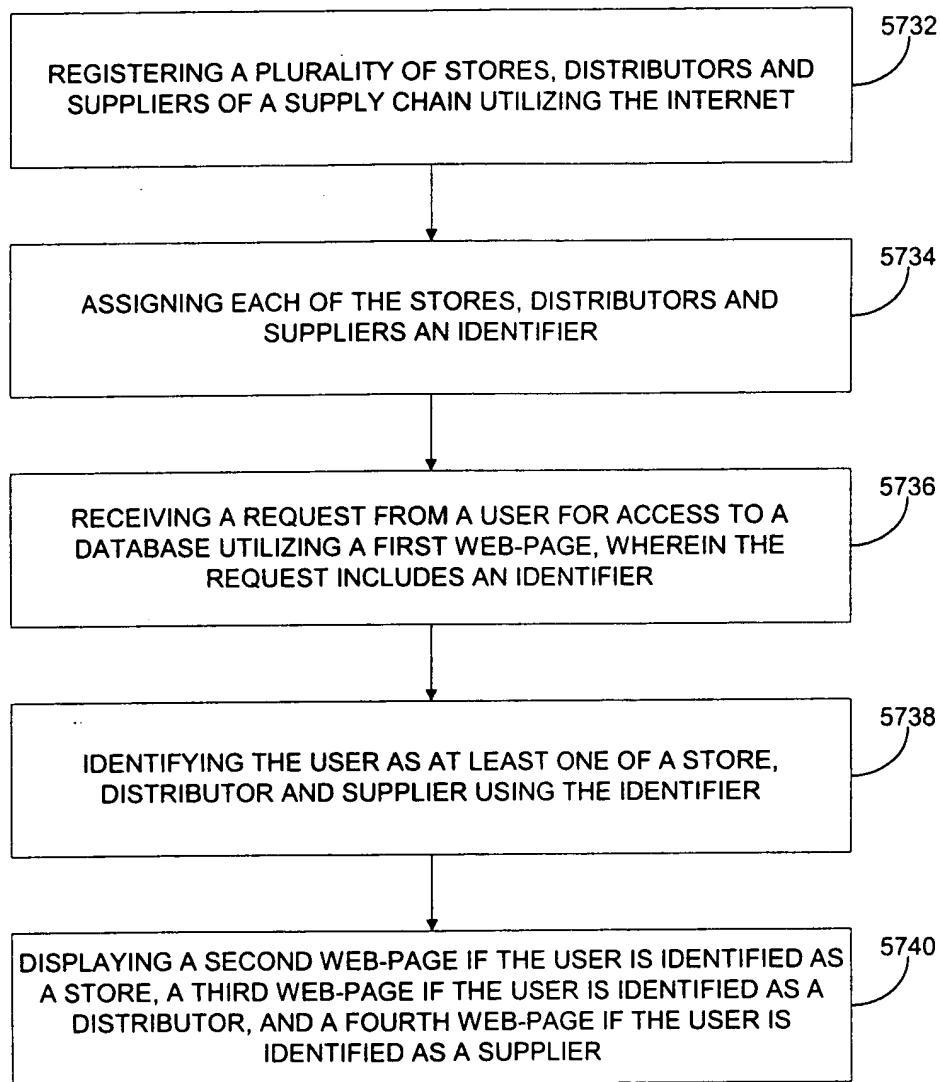
| DC Item No | RSI Item No | RSI Item Description               | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340      | 4439        | REGISTER TAPE-THERMAL 2.25" X 165' | \$21.27 | \$1.57 | \$22.84   |
| 12880      | 3586        | SUGAR SUBSTITUTE-PINK PKT 2000 CT  | \$5.87  | \$1.57 | \$7.44    |
| 18868      | 359         | SAUCE-BULK-KRAFT BULLSEYE          | \$24.48 | \$1.57 | \$26.05   |
| 19432      | 4473        | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57 | \$46.07   |
| 20788      | 67          | MUSTARD-BULK 30AL                  | \$6.46  | \$1.57 | \$8.02    |
| 20940      | 4281        | WRAP-LOCAL OPTION                  | \$28.78 | \$1.57 | \$31.35   |
| 24340      | 66          | SAUCE-BULK MAYONNAISE              | \$7.61  | \$1.57 | \$9.38    |
| 24500      | 4270        | WATERICE MOUNTAIN 5L               | \$6.41  | \$1.57 | \$7.98    |

Done Internet

FIG. 56



5730



**FIG. 57**

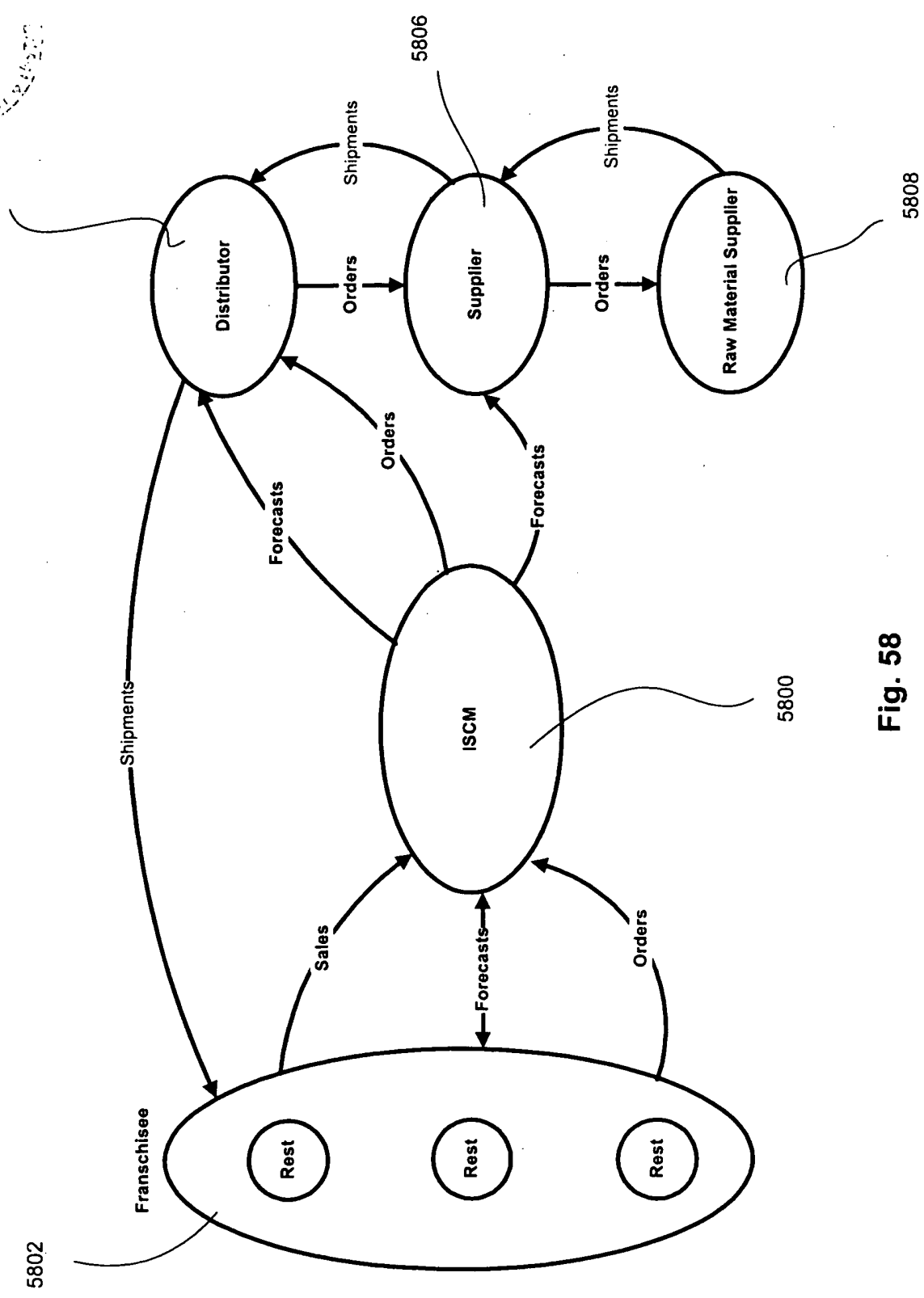
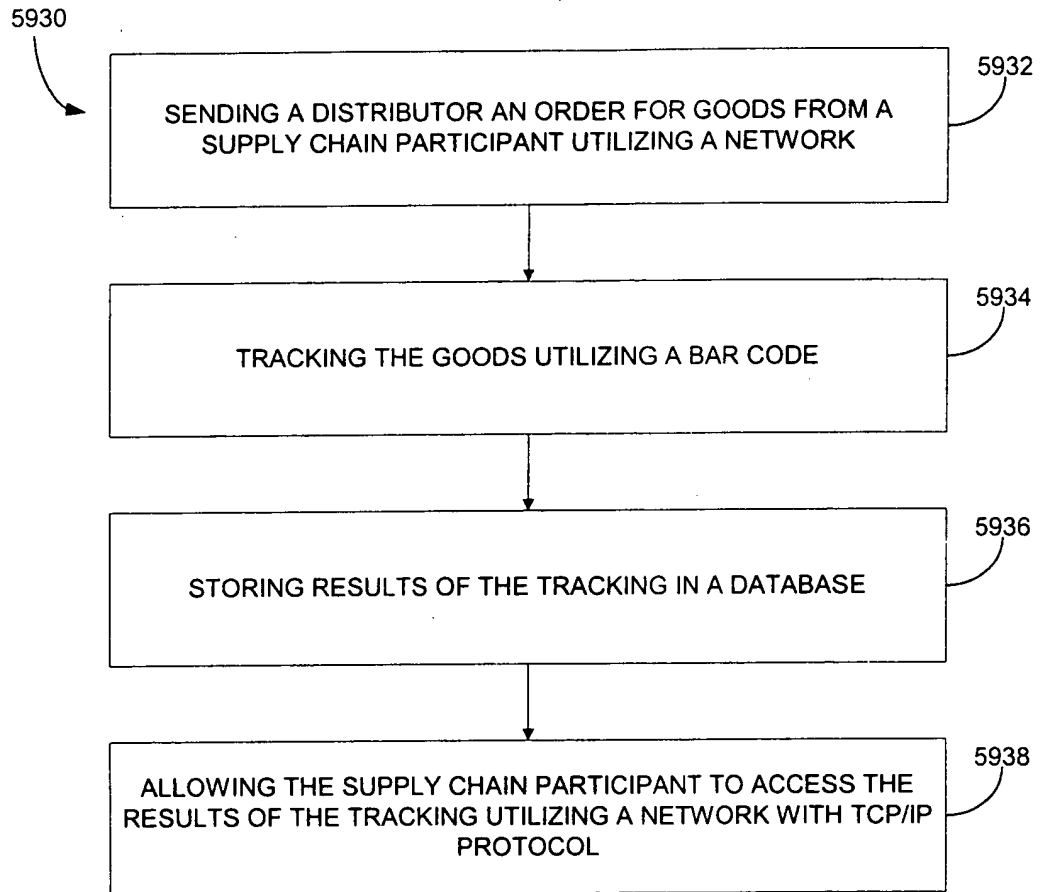


Fig. 58



**FIG. 59**

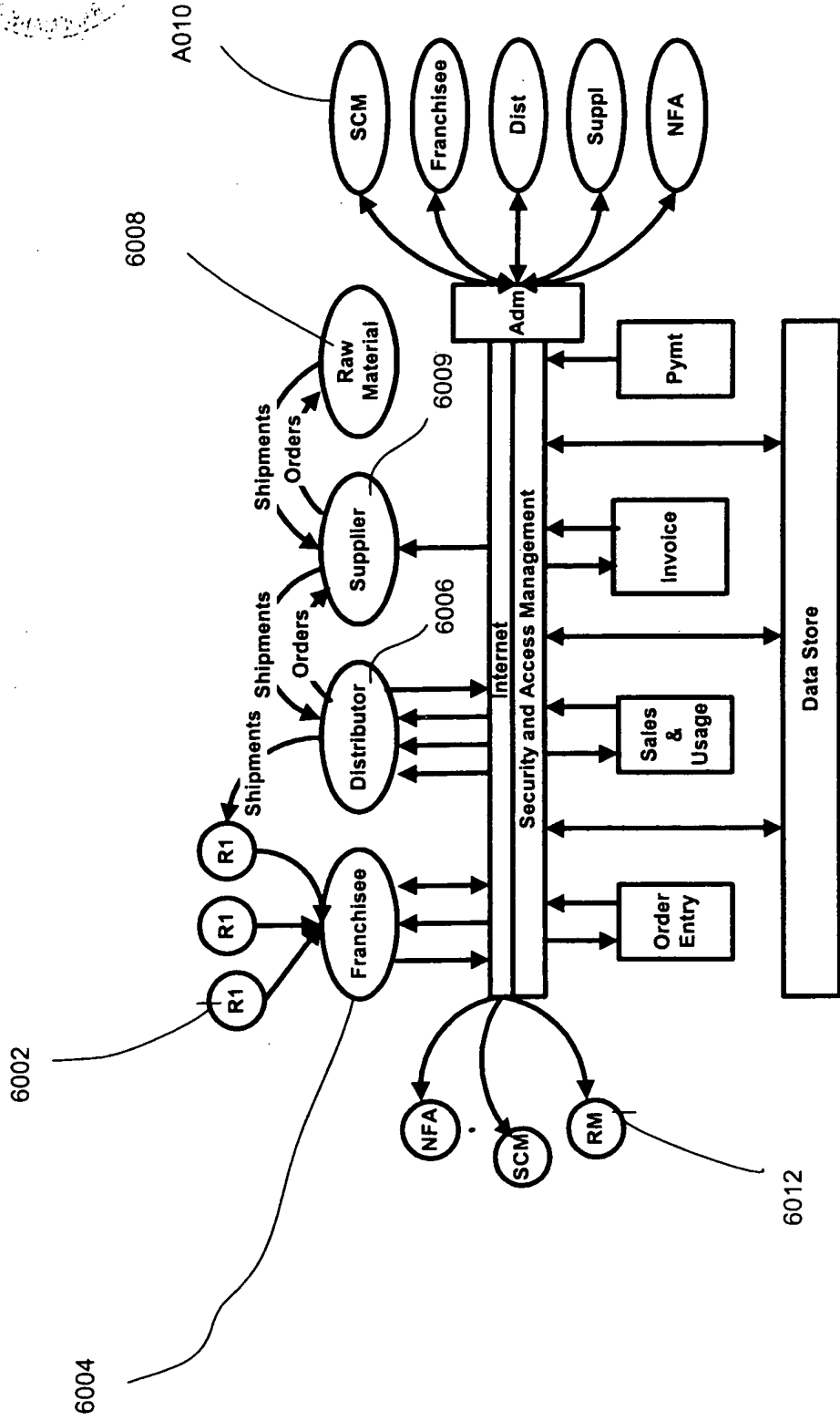
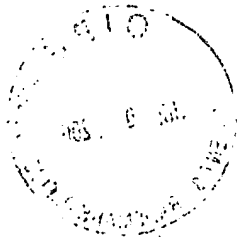


Fig. 60



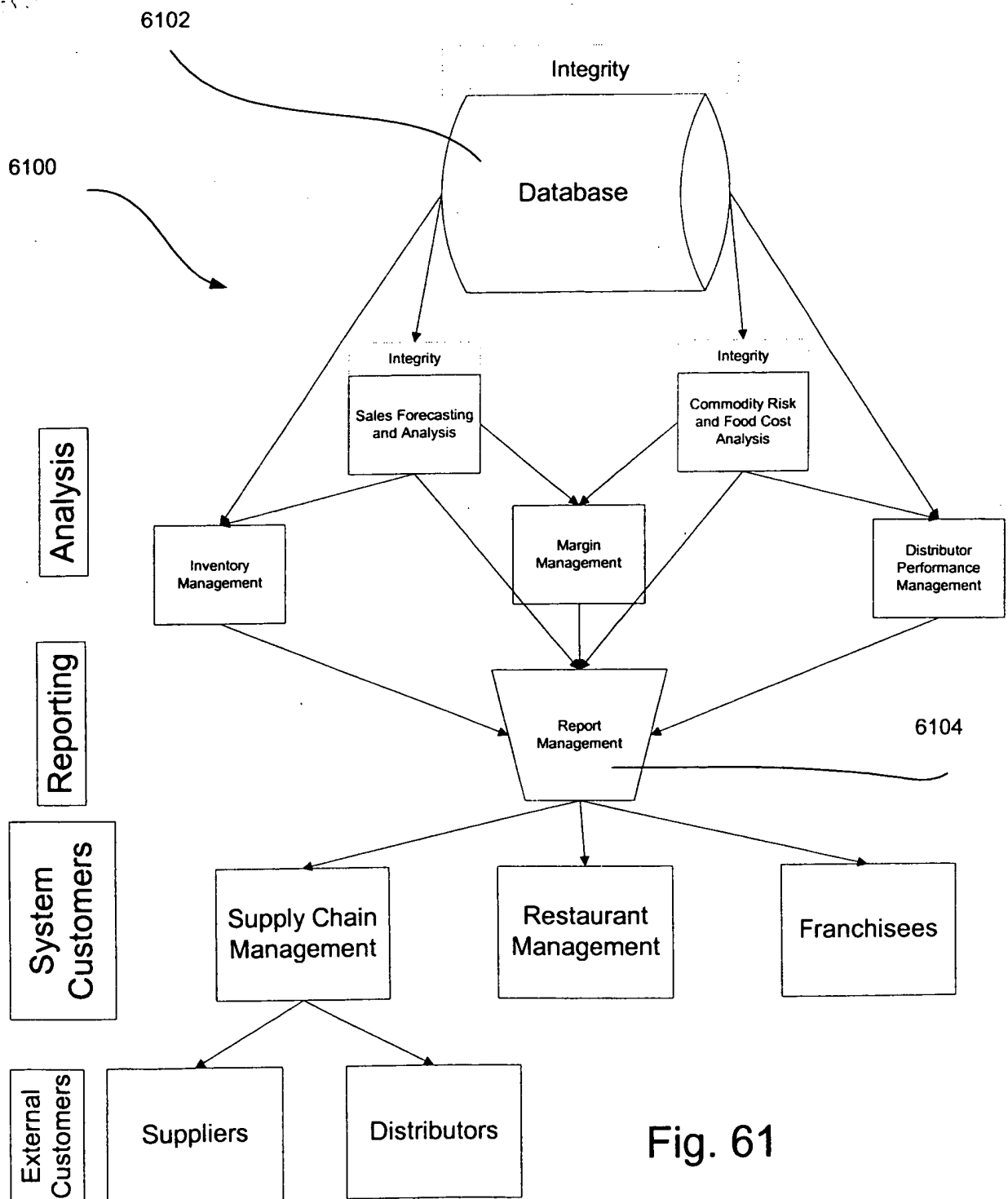
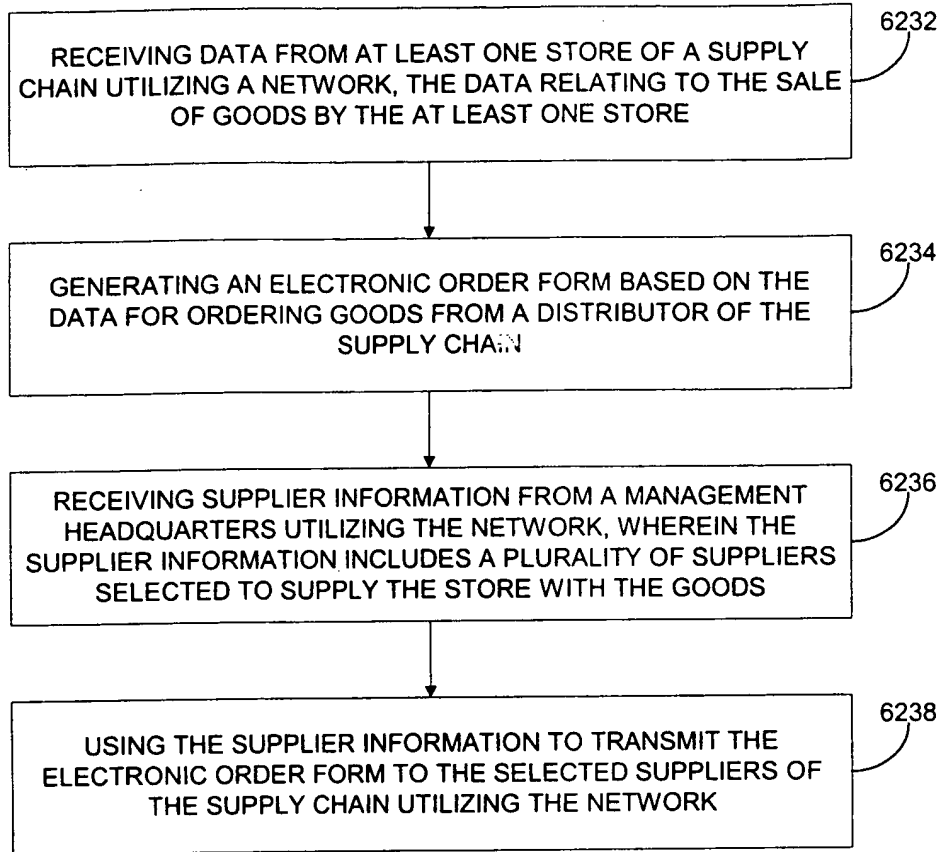


Fig. 61



6230



**FIG. 62**



6300

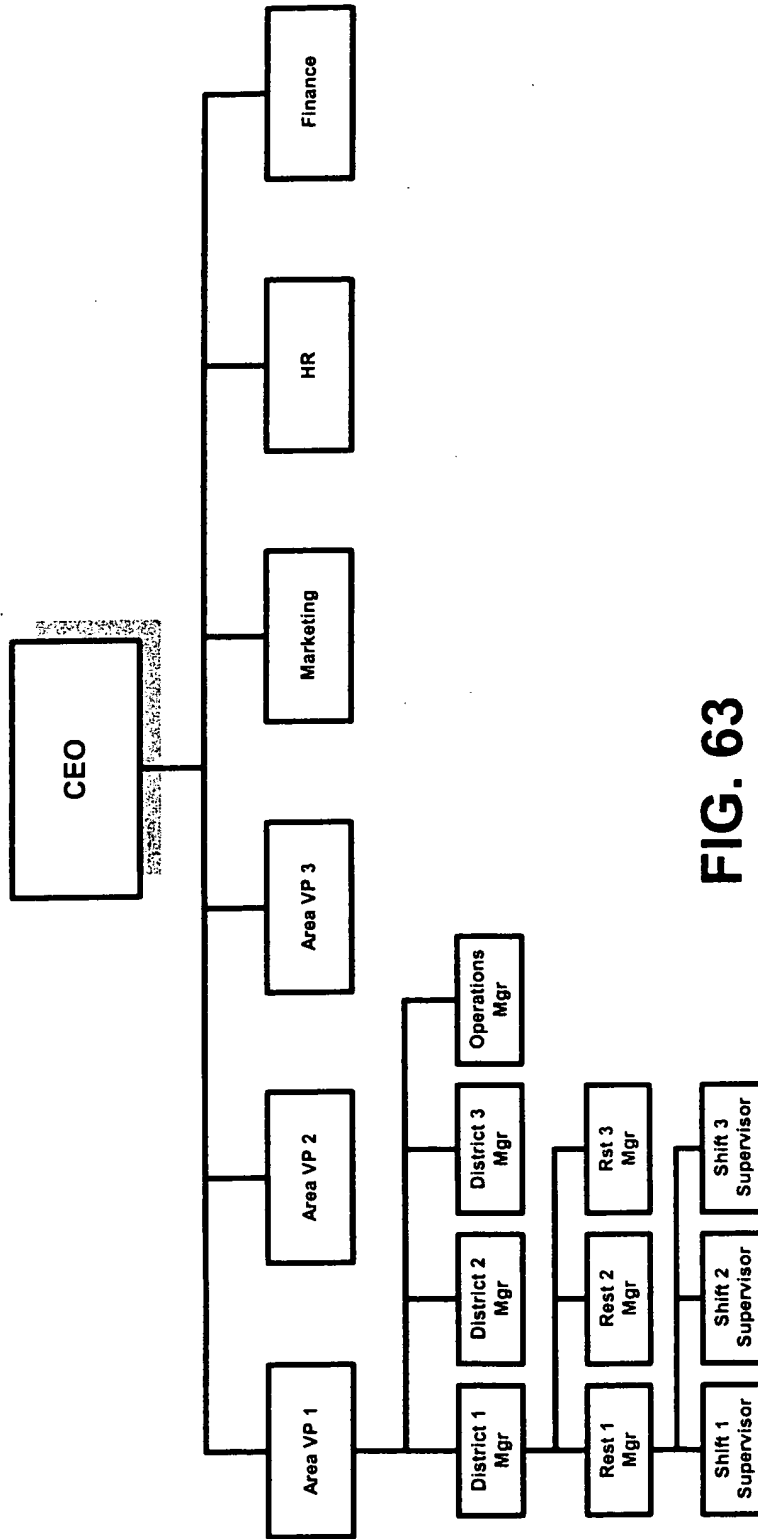
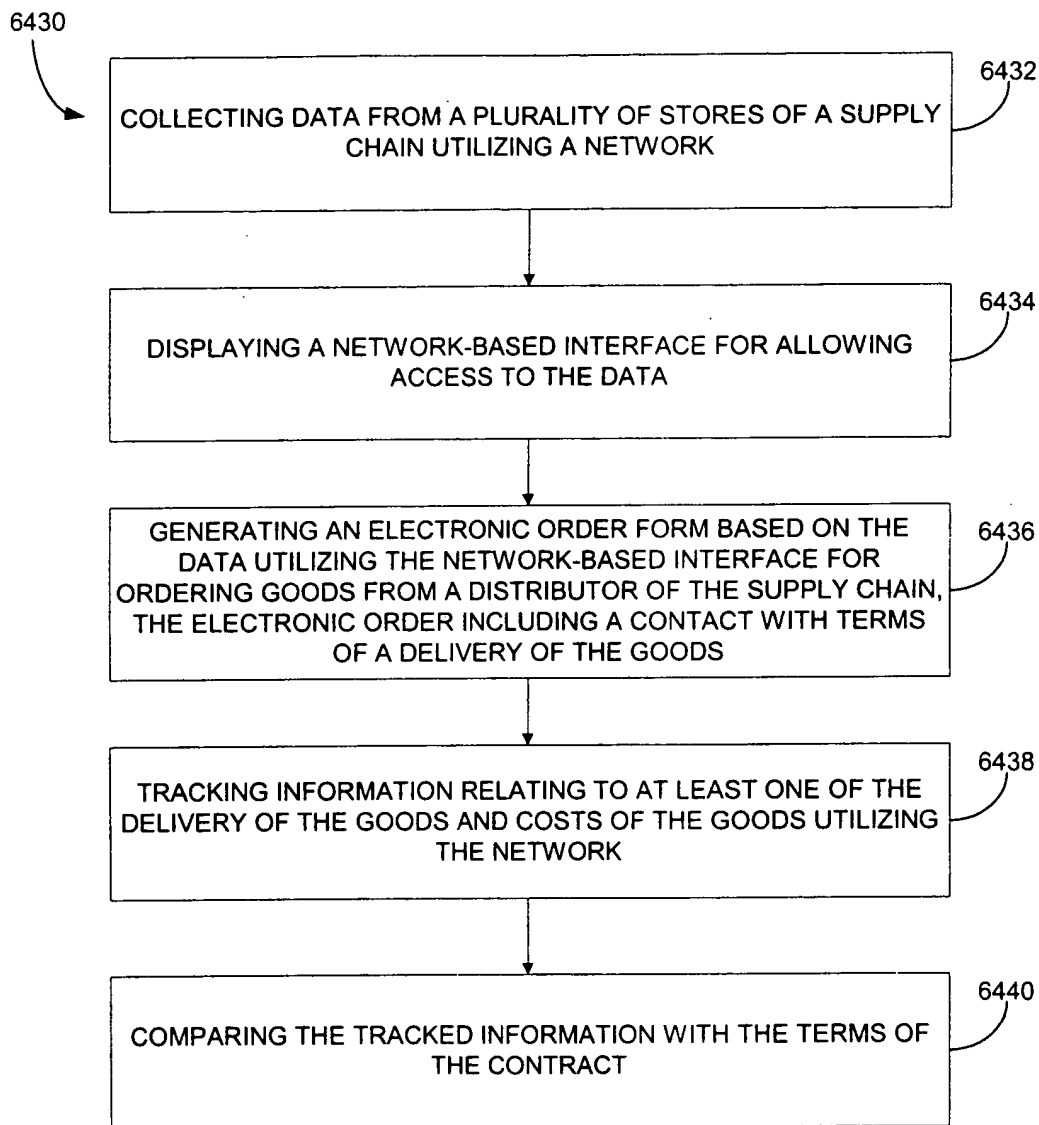


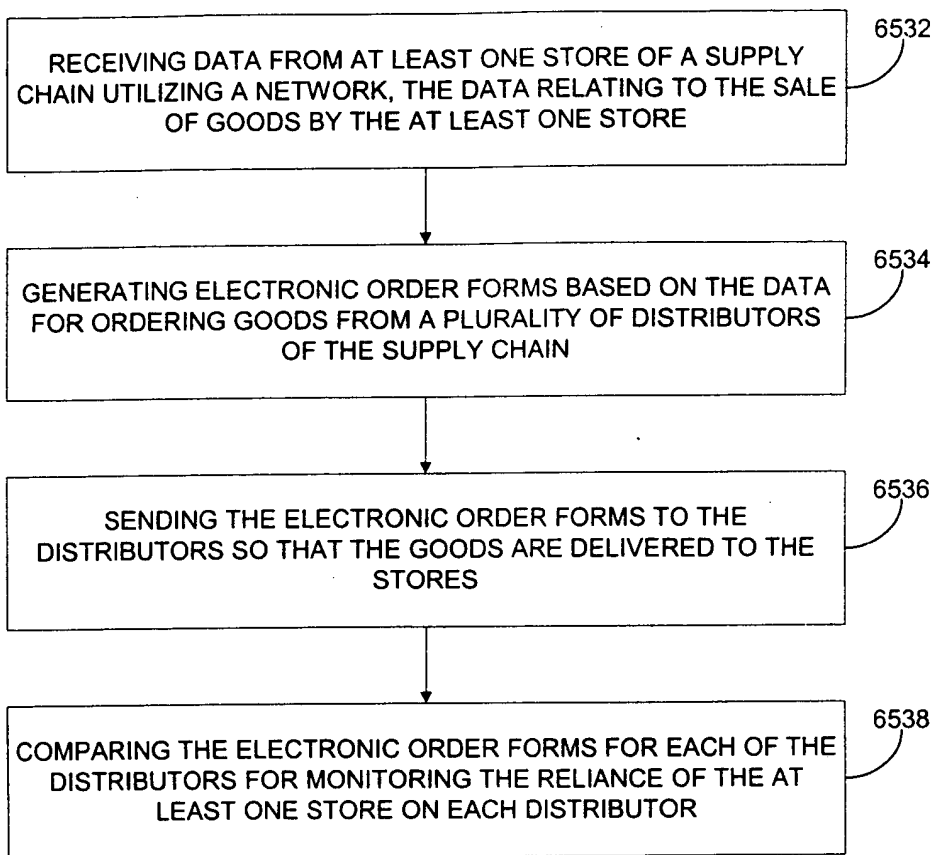
FIG. 63



**FIG. 64**



6530



**FIG. 65**



6630

RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE AT LEAST ONE STORE

6632

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF SUPPLIERS OF THE SUPPLY CHAIN

6634

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLIERS SO THAT THE GOODS ARE SUPPLIED TO THE STORES

6636

COMPARING THE ELECTRONIC ORDER FORMS FOR EACH OF THE SUPPLIERS FOR MONITORING THE RELIANCE OF THE AT LEAST ONE STORE ON EACH SUPPLIER

6638

**FIG. 66**



6730

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK

6732

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING ACCESS TO THE DATA

6734

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA UTILIZING THE NETWORK-BASED INTERFACE FOR ORDERING GOODS FROM SELECTED DISTRIBUTORS OF THE SUPPLY CHAIN, WHEREIN THE NETWORK-BASED INTERFACE INCLUDES A BULLETIN BOARD DISPLAYING INFORMATION RECEIVED FROM EACH OF THE STORES, THE INFORMATION RELATING TO THE DISTRIBUTORS FOR FACILITATING THE SELECTION OF THE DISTRIBUTORS

6736

**FIG. 67**



6830

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK

6832

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING ACCESS TO THE DATA

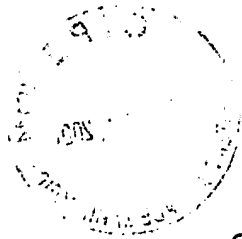
6834

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA UTILIZING THE NETWORK-BASED INTERFACE FOR ORDERING GOODS FROM A DISTRIBUTOR OR A SUPPLIER OF THE SUPPLY CHAIN, WHEREIN THE NETWORK-BASED INTERFACE INCLUDES A VIRTUAL CATALOG TO FACILITATE THE GENERATION OF THE ELECTRONIC ORDER FORM

6836

**FIG. 68**





6900

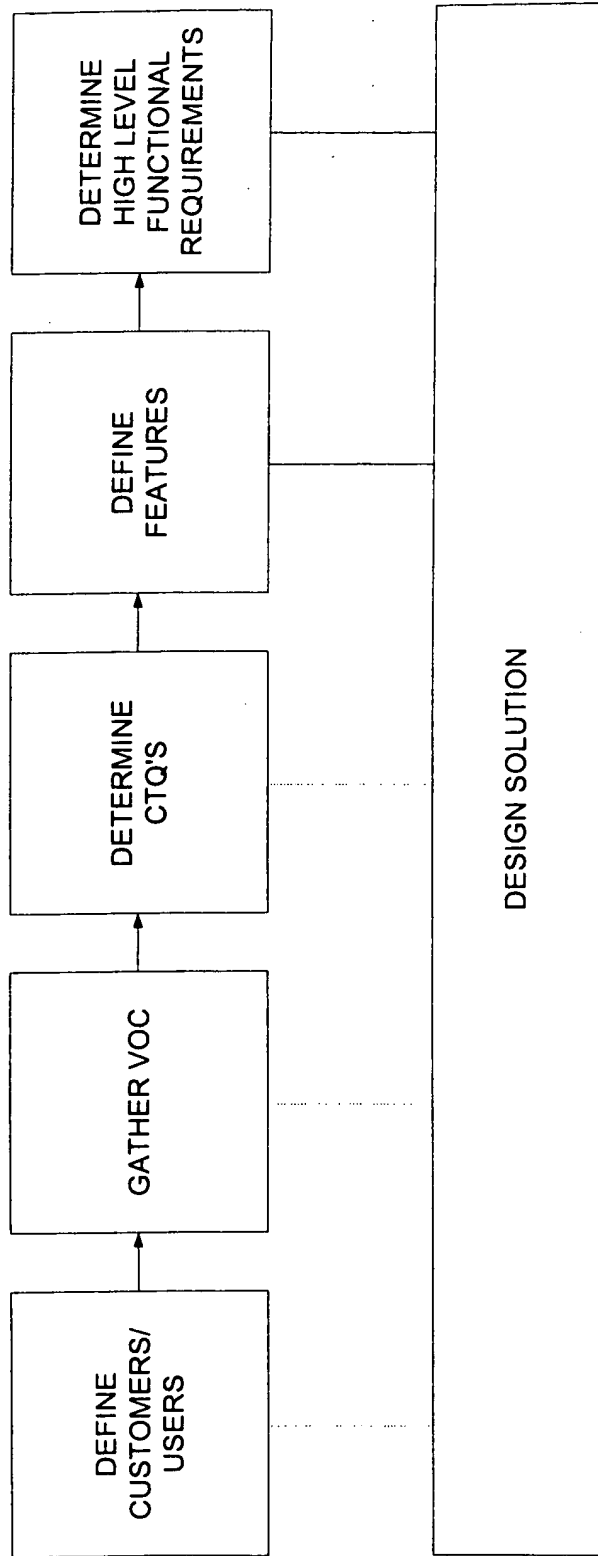


FIG. 69

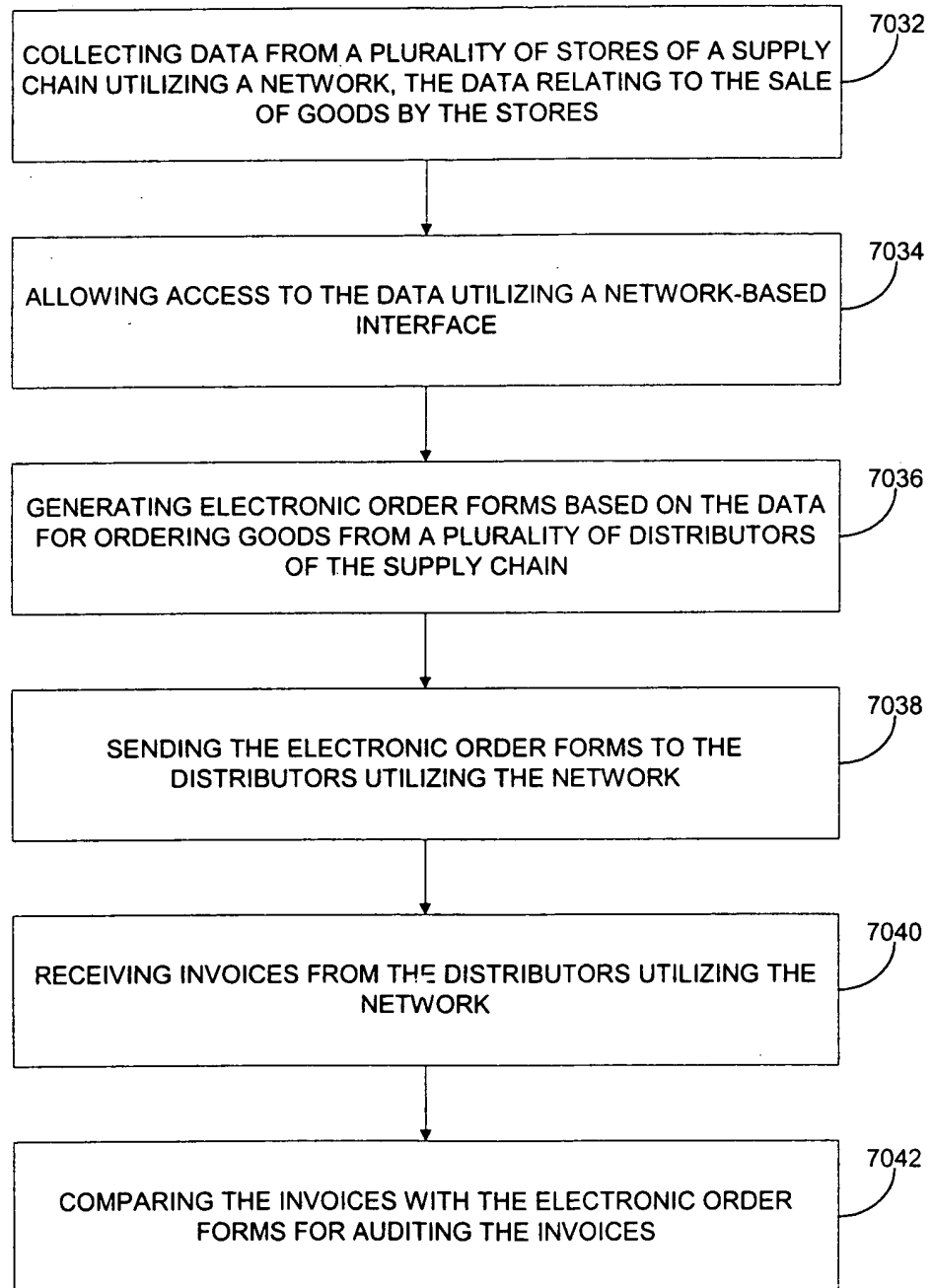
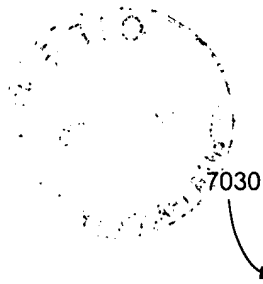
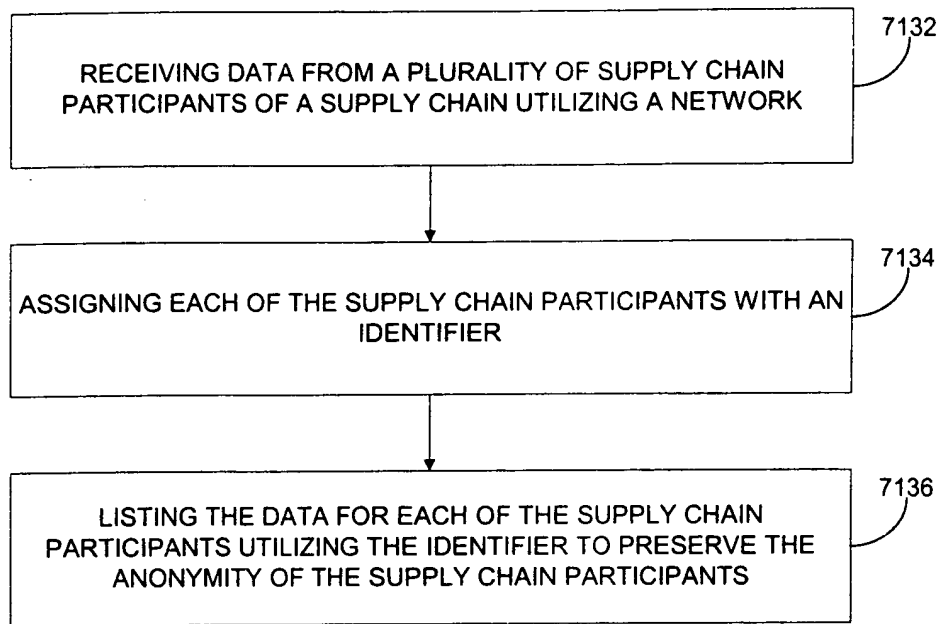


FIG. 70



**FIG. 71**

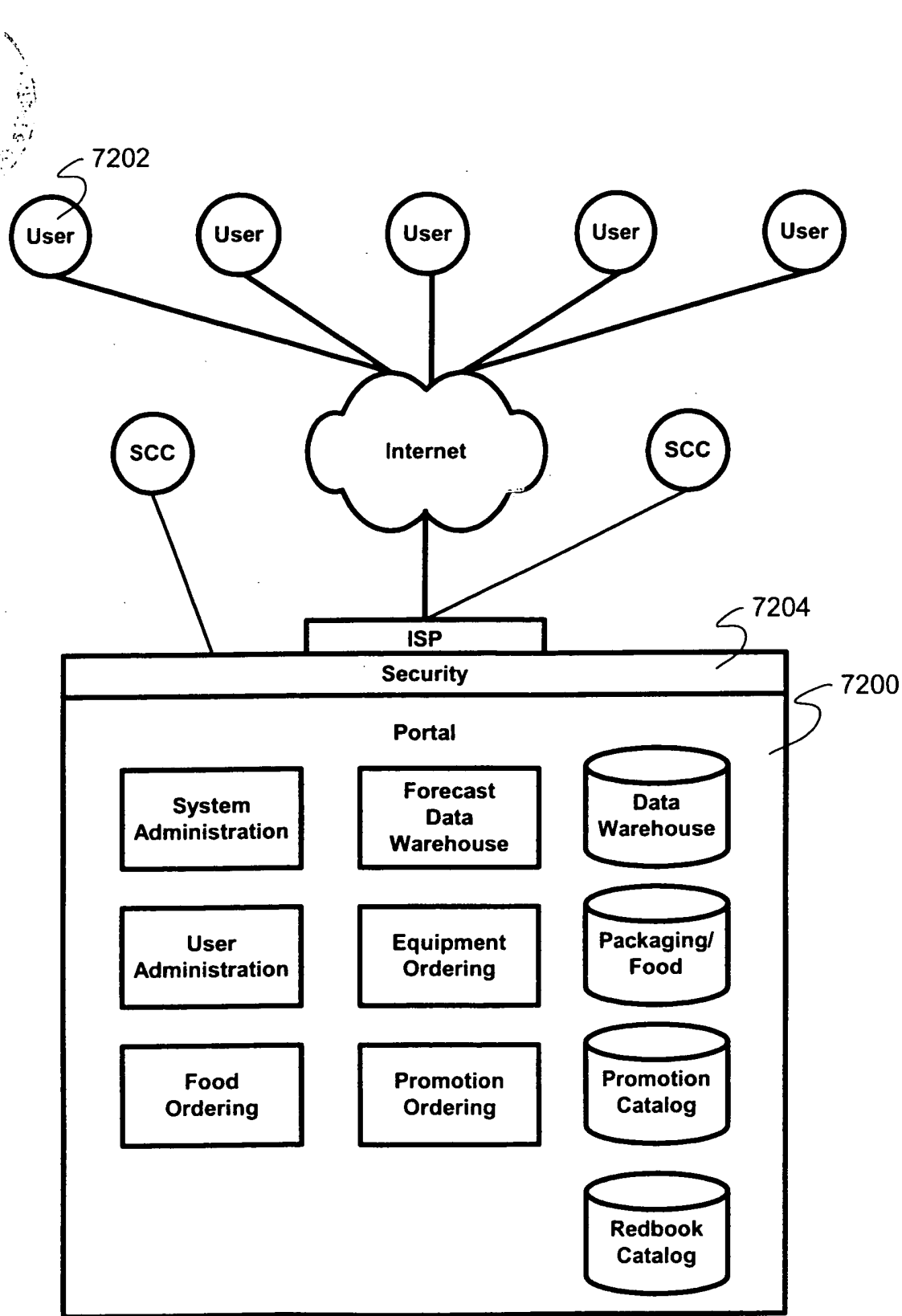


FIG. 72

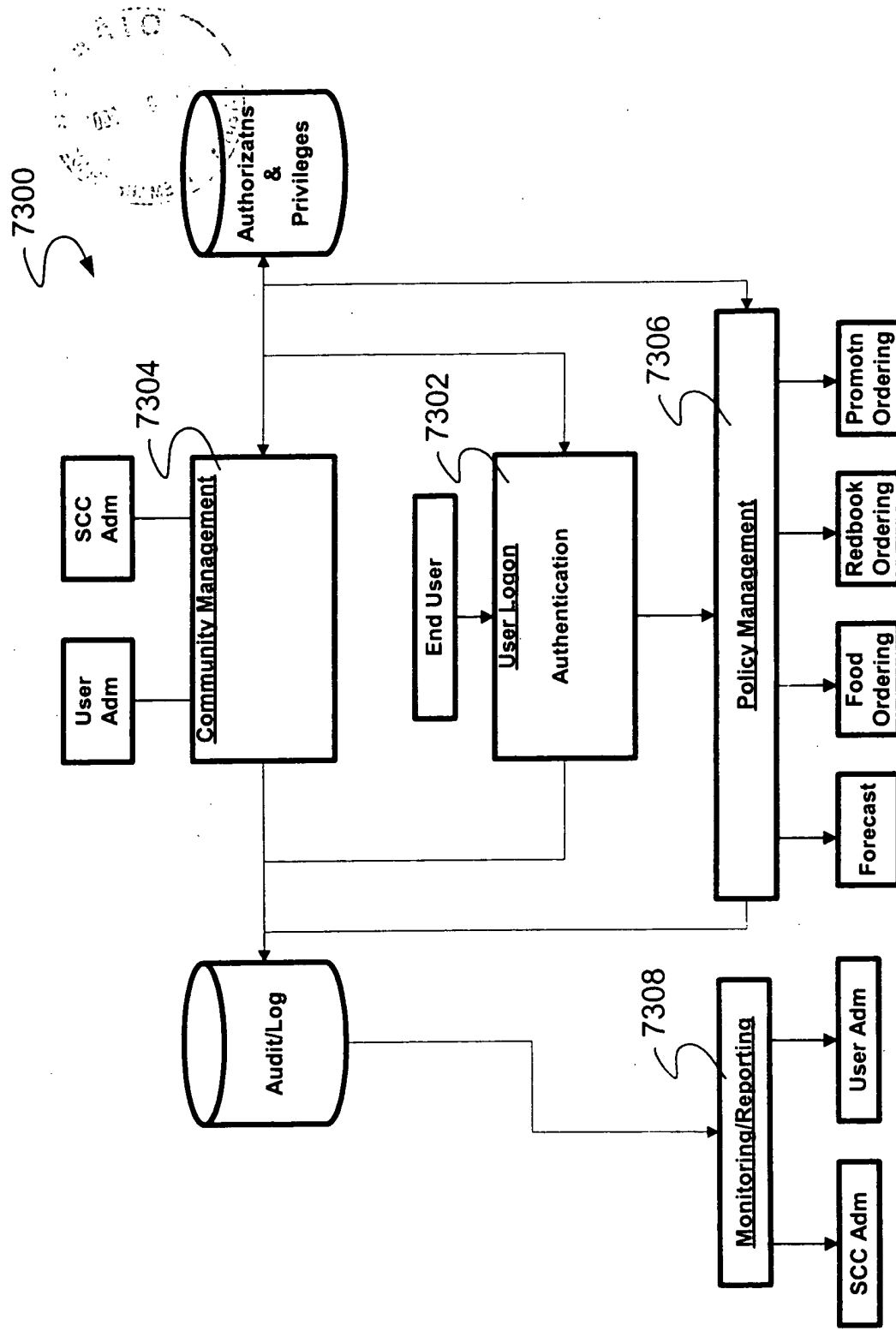


FIG. 73



7402

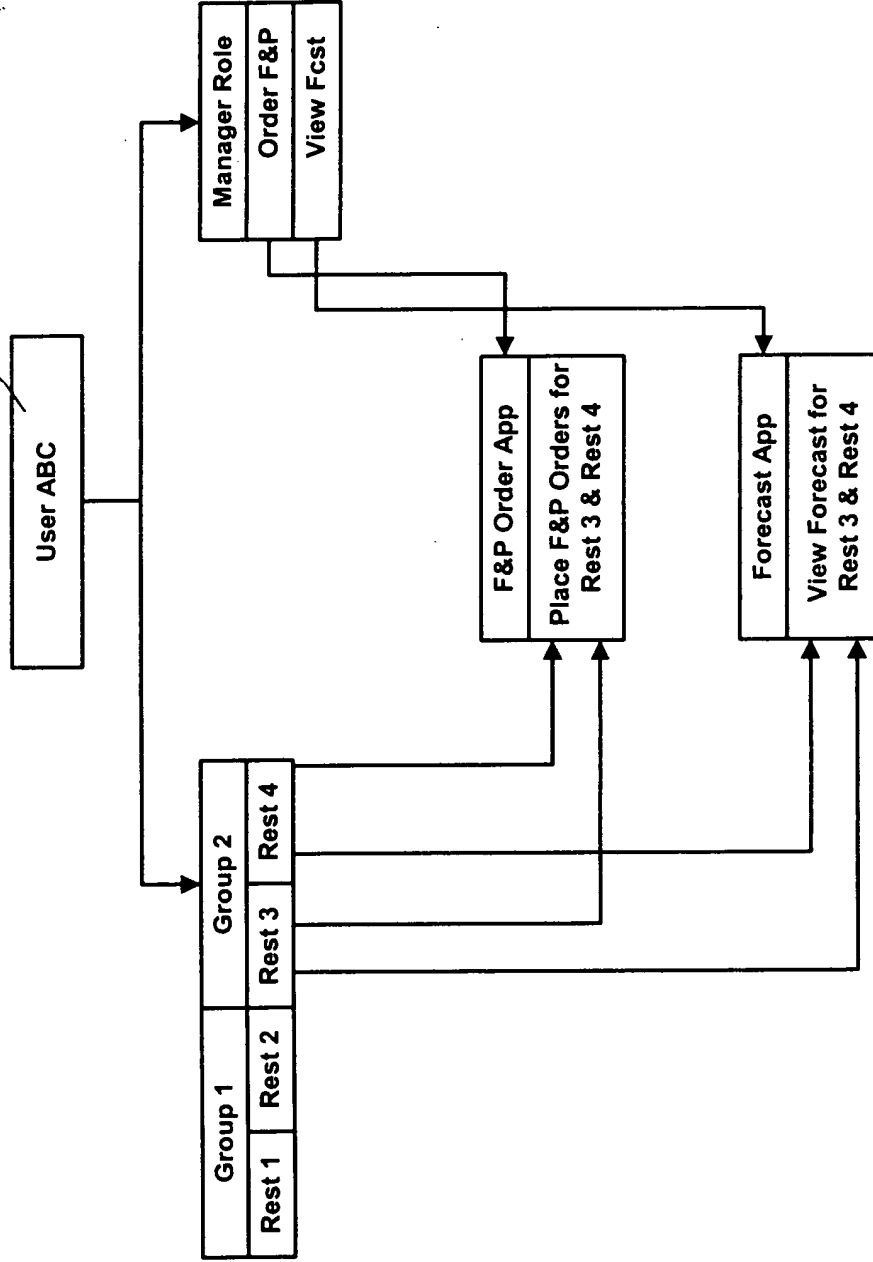


FIG. 74

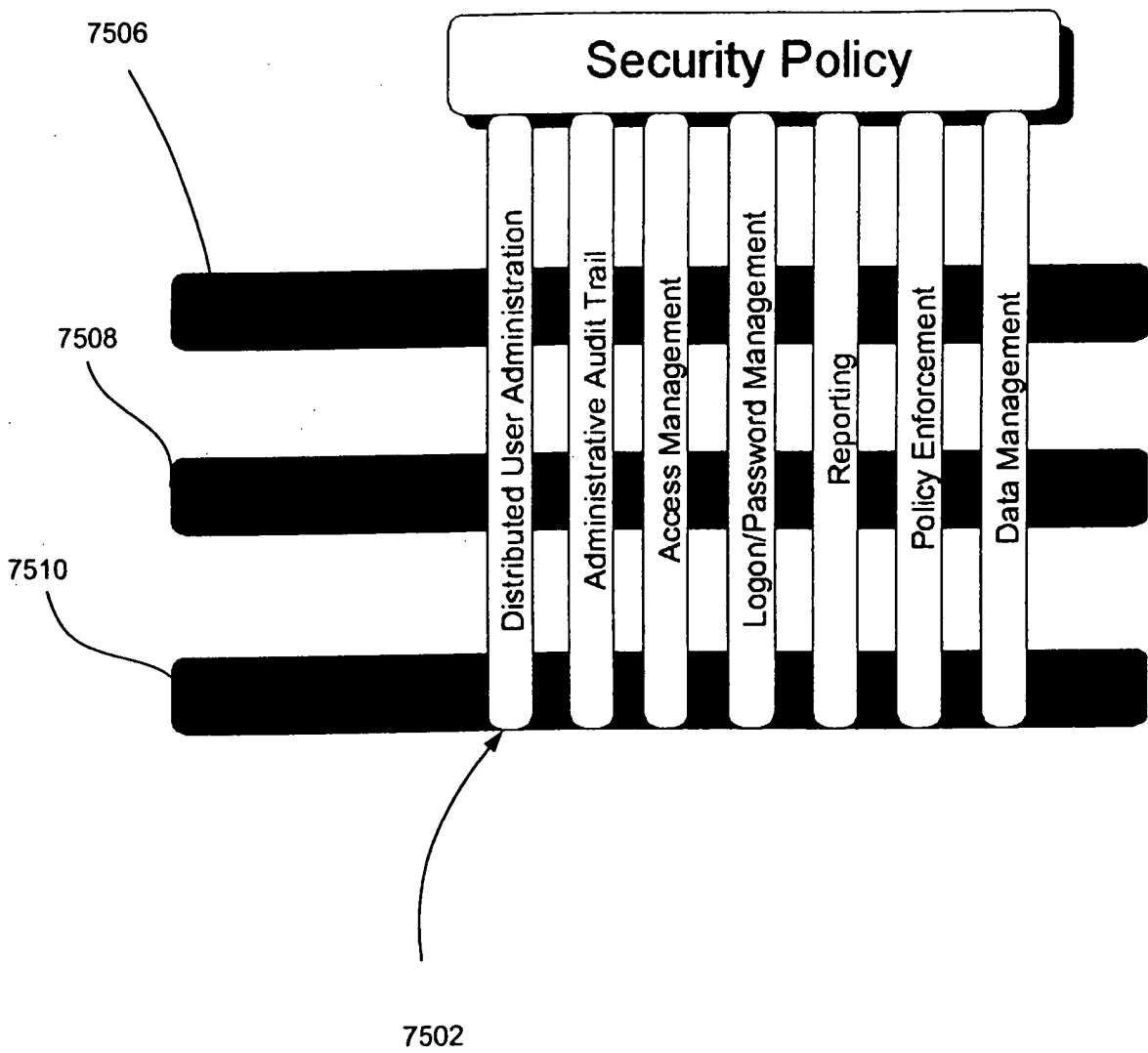


Fig. 75

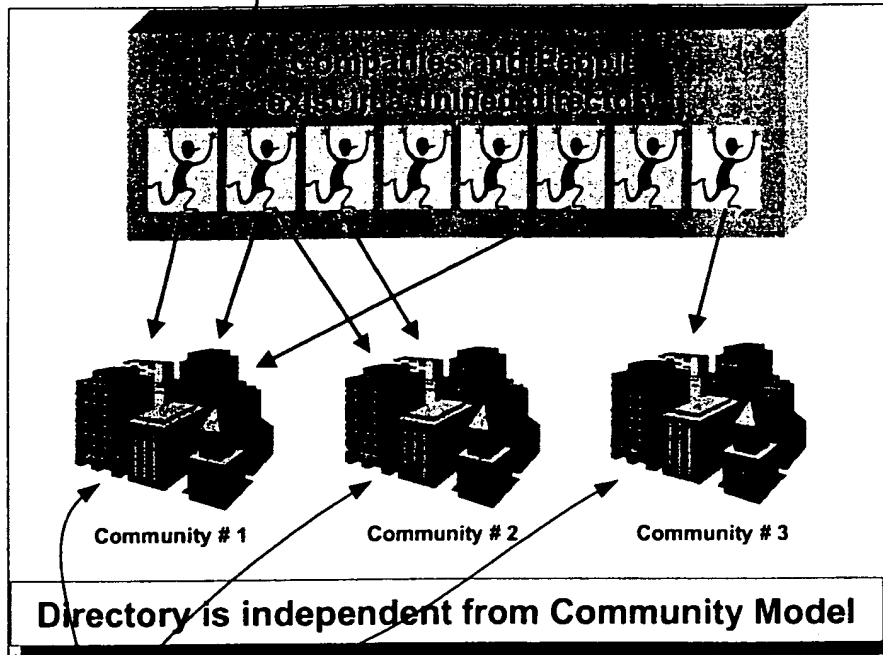






7700

7704



7702

Fig. 77

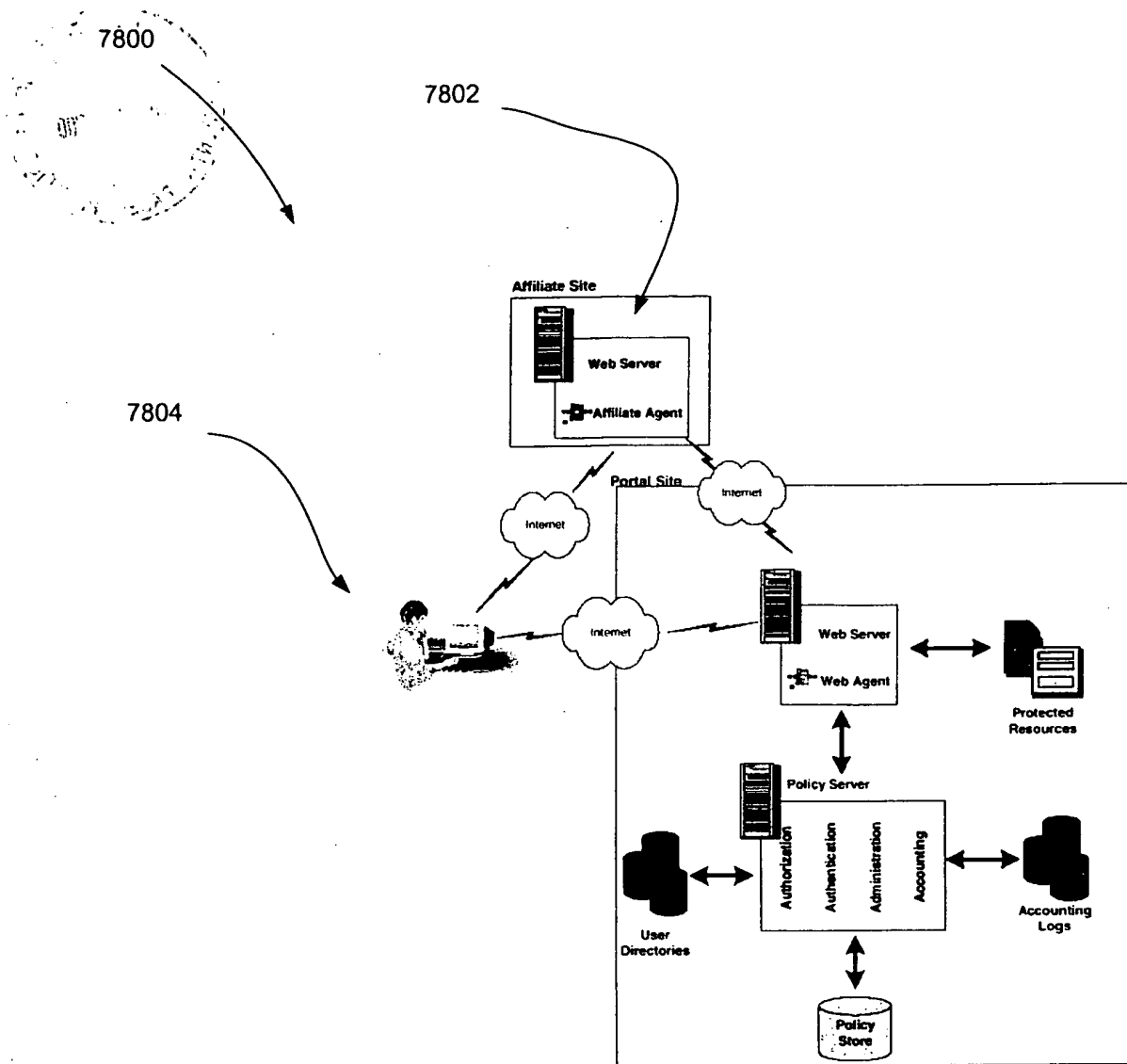


Fig. 78

7900

7902

# Policy-Based Web Security Model

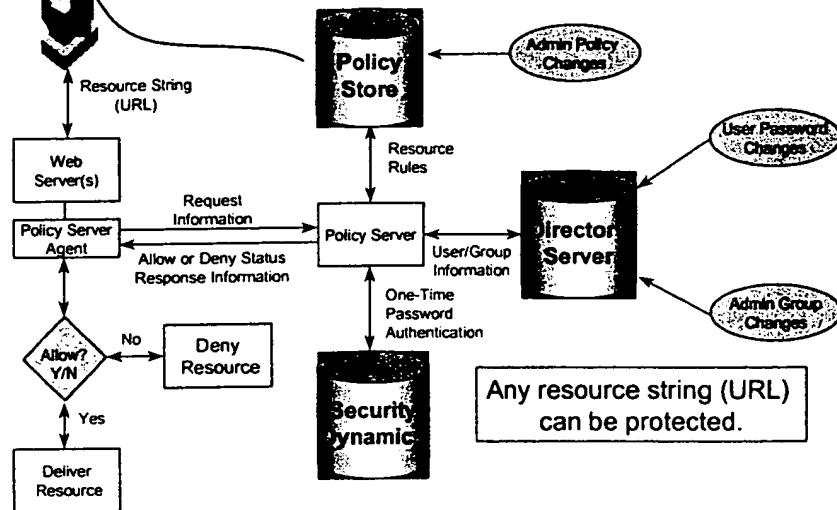


Fig. 79



8030

REGISTERING A PLURALITY OF USERS INCLUDING SUPPLIERS,  
DISTRIBUTORS, AND STORES OF A SUPPLY CHAIN UTILIZING A  
NETWORK

8032

MAINTAINING THE REGISTERED USERS ON A LIST

8034

COLLECTING DATA FROM A PLURALITY OF STORES OF THE  
SUPPLY CHAIN UTILIZING THE NETWORK

8036

UPDATING THE LIST TO ADD, EDIT, AND DELETE THE USERS  
UTILIZING THE NETWORK

8038

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING  
THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

8040

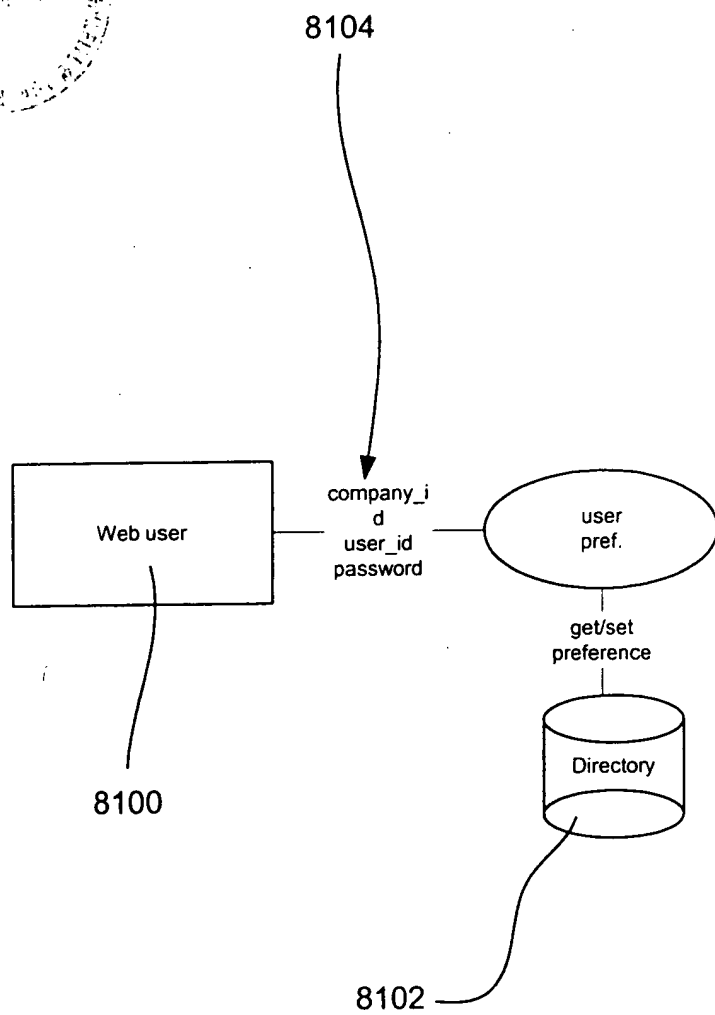
COMPARING THE IDENTIFIER AGAINST THE LIST

8042

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING  
ACCESS TO THE DATA UPON THE SUCCESSFUL COMPARISON OF  
THE IDENTIFIER AGAINST THE LIST

8042

**FIG. 80**



**Fig. 81**



8202

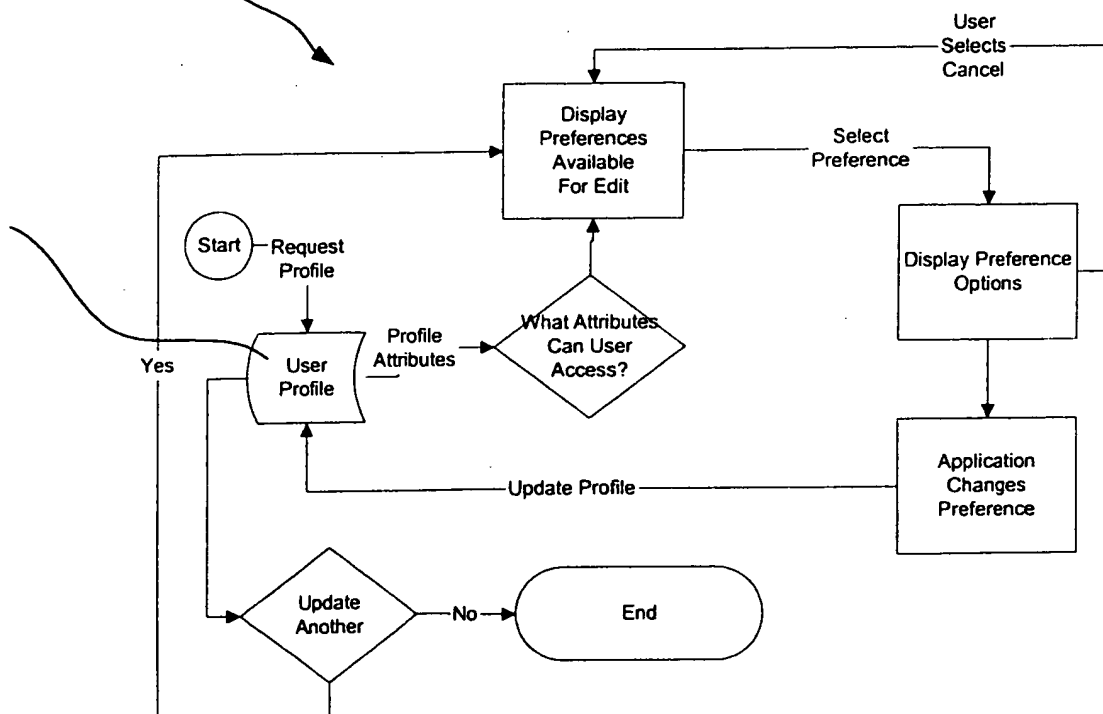
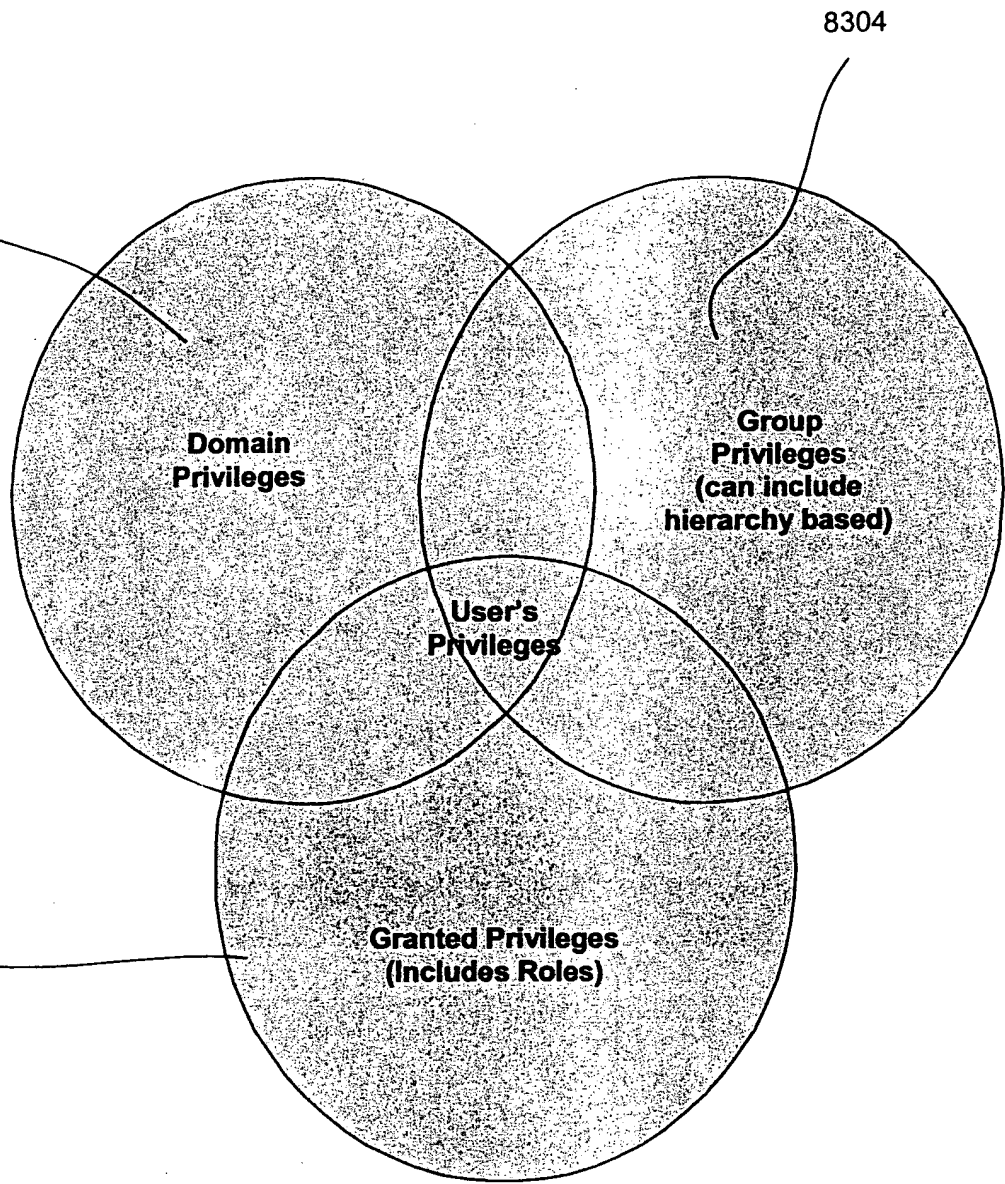


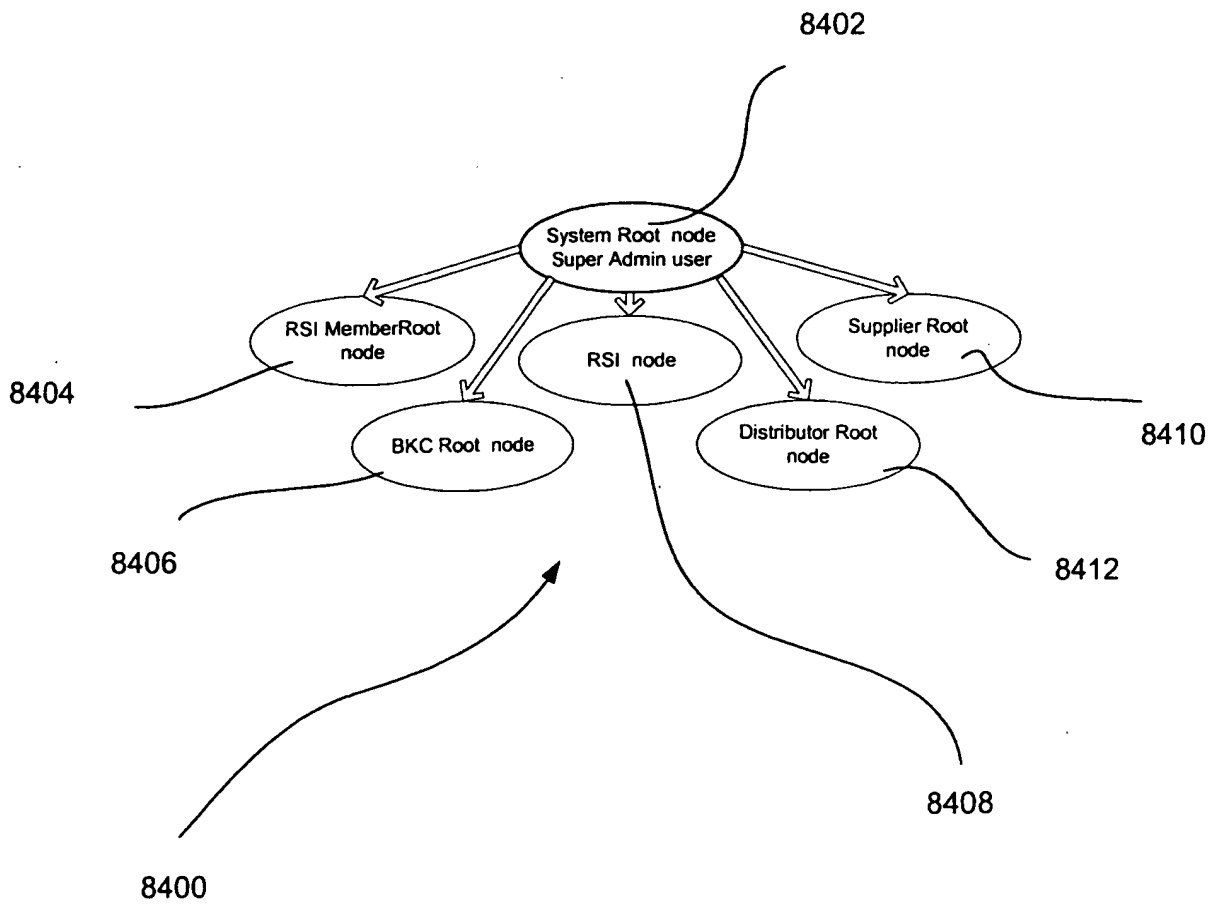
Fig. 82



8306

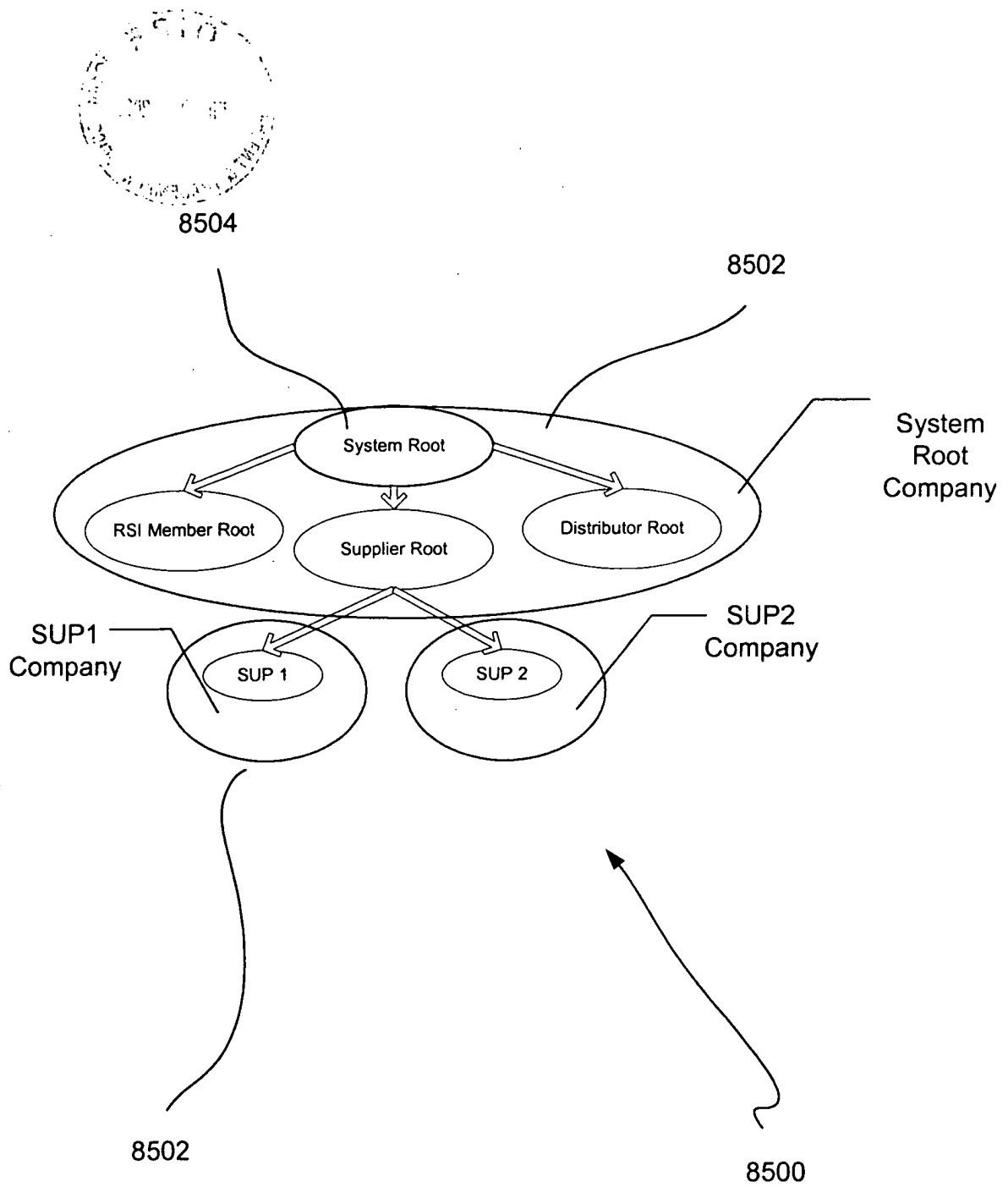
8300

**Fig. 83**



**Fig. 84**





**Fig. 85**

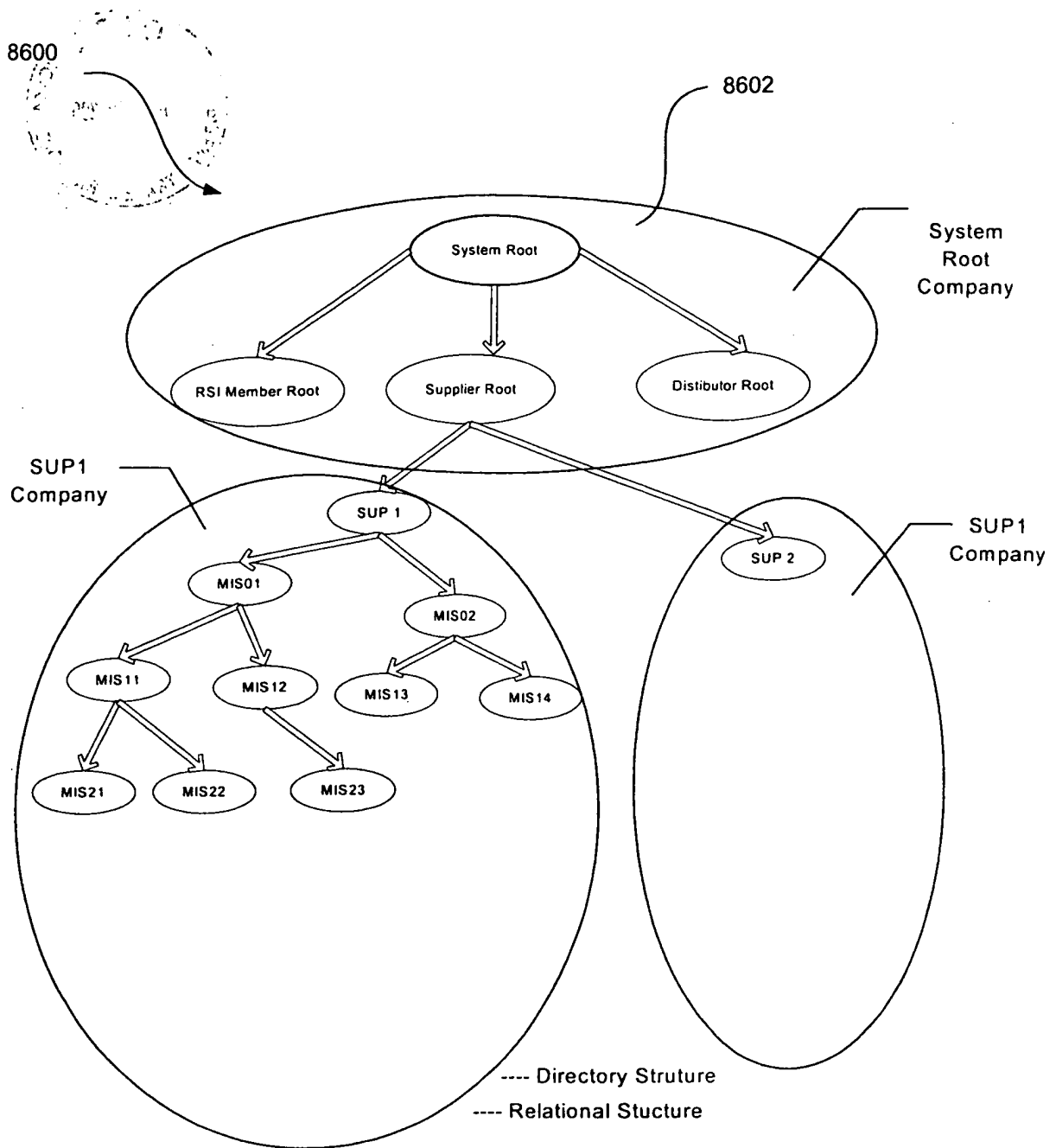
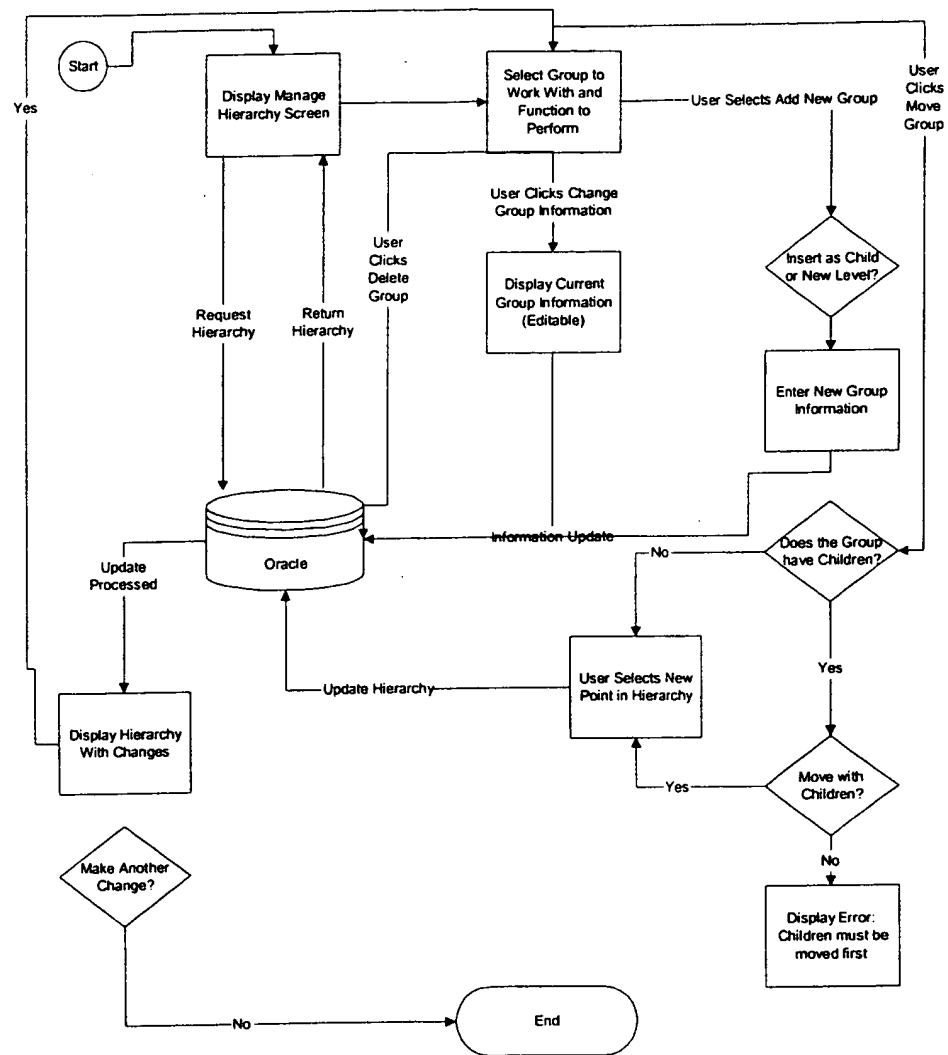


Fig. 86

8700

**Group Hierarchy Management: Data Flow****Fig. 87**

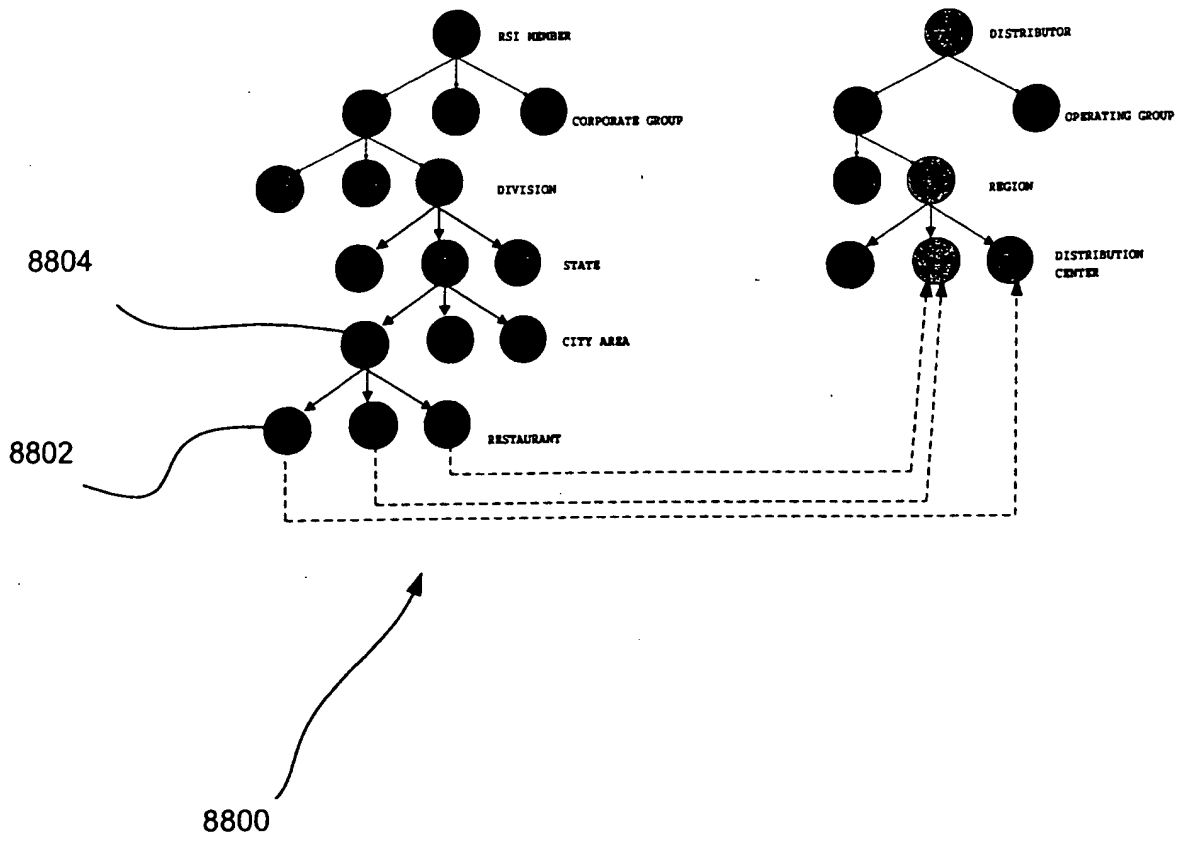
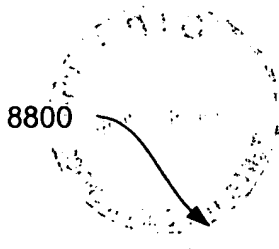


Fig. 88

8902

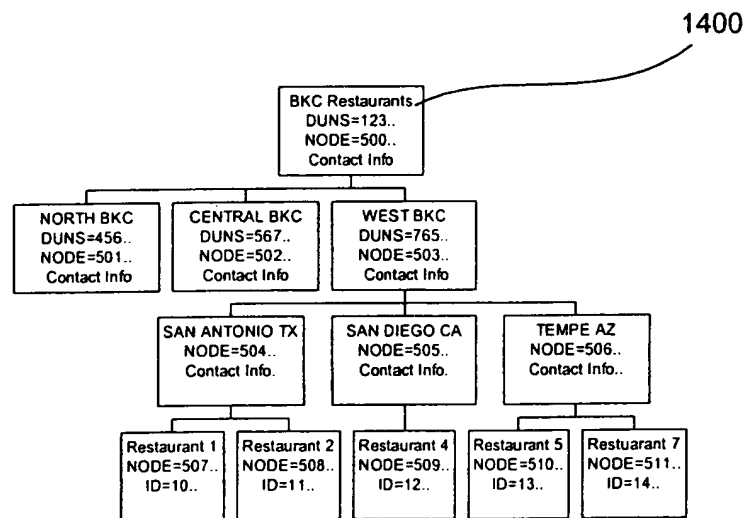
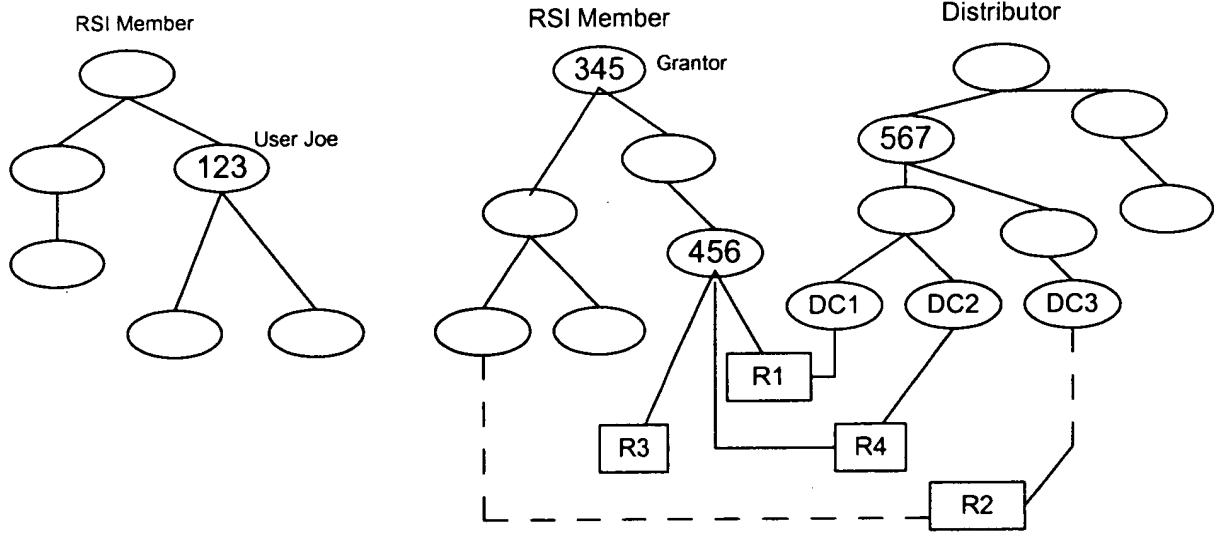


Fig. 89



9000



**FIG. 90**

9100

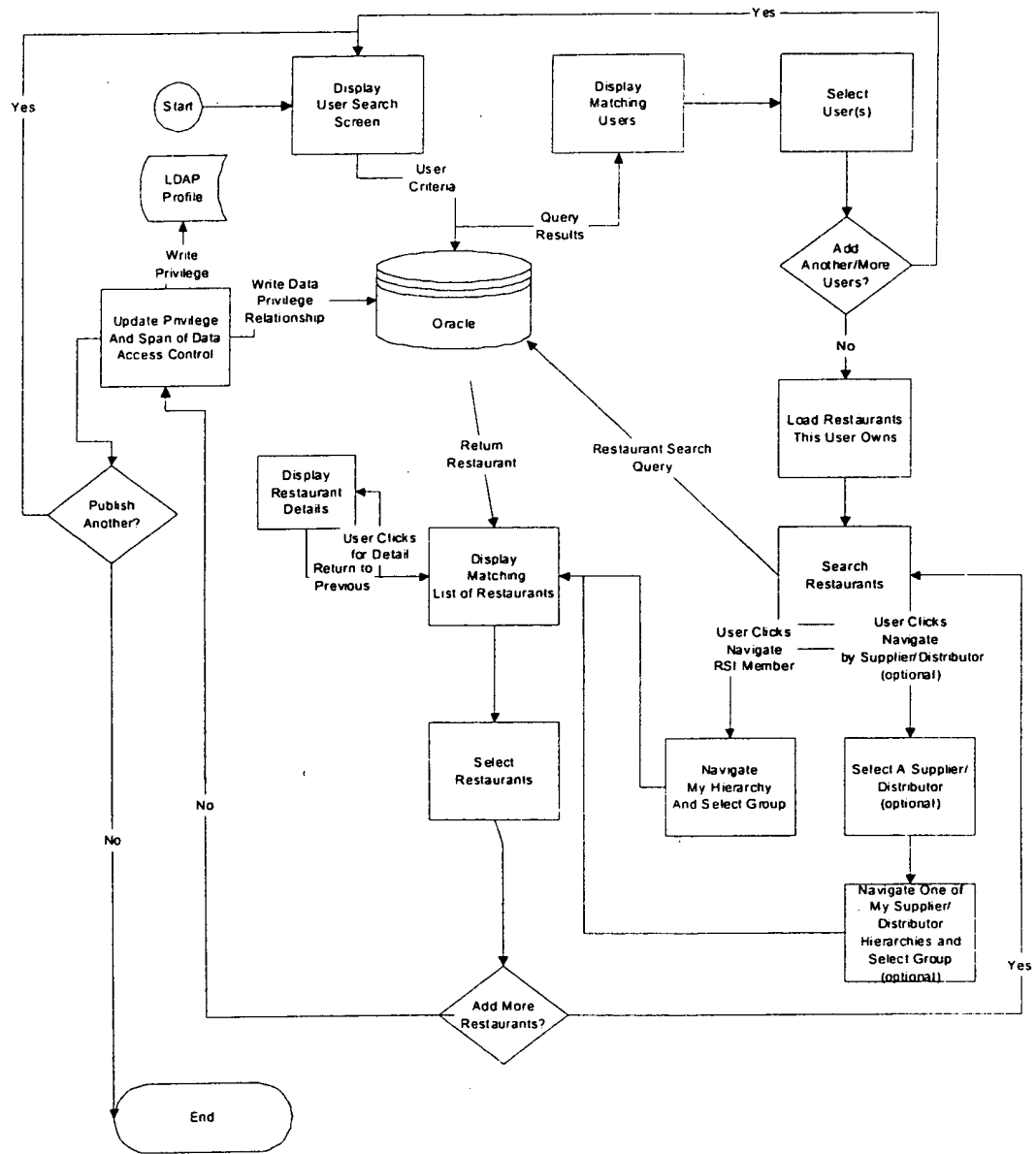
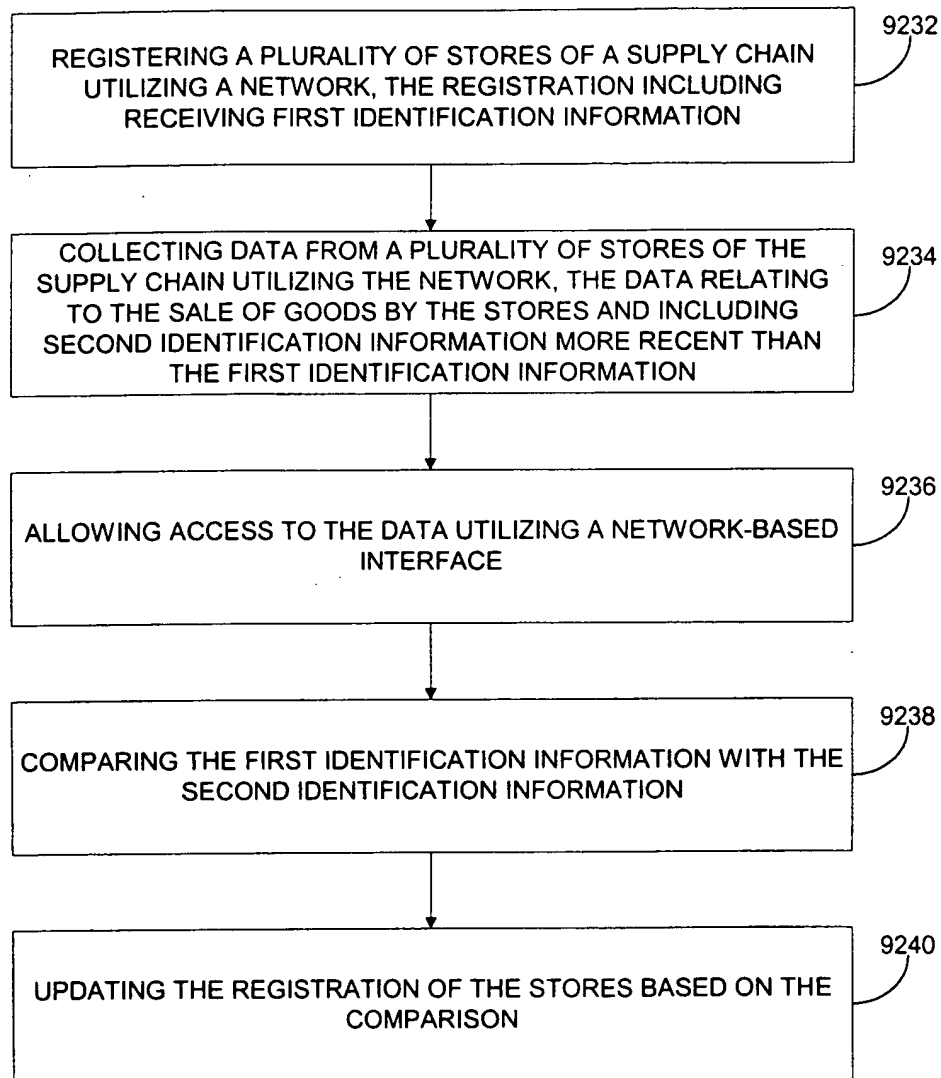


Fig. 91

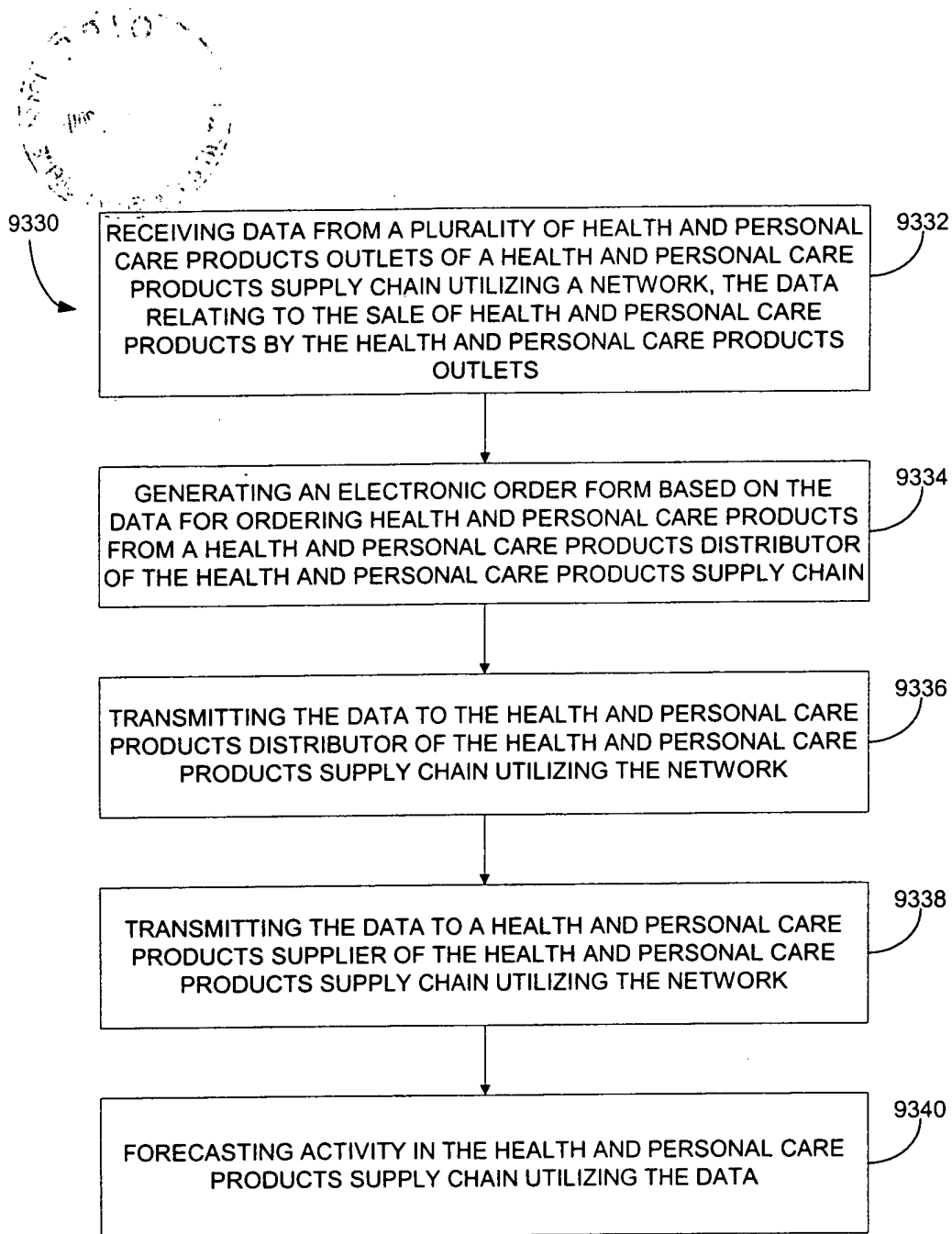


9230



**FIG. 92**





**FIG. 93**

9430

RECEIVING DATA FROM A PLURALITY OF ELECTRONICS AND APPLIANCES OUTLETS OF AN ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF ELECTRONICS AND APPLIANCES BY THE ELECTRONICS AND APPLIANCES OUTLETS

9432

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING ELECTRONICS AND APPLIANCES FROM AN ELECTRONICS AND APPLIANCES DISTRIBUTOR OF THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN

9434

TRANSMITTING THE DATA TO THE ELECTRONICS AND APPLIANCES DISTRIBUTOR OF THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING THE NETWORK

9436

TRANSMITTING THE DATA TO AN ELECTRONICS AND APPLIANCES SUPPLIER OF THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING THE NETWORK

9438

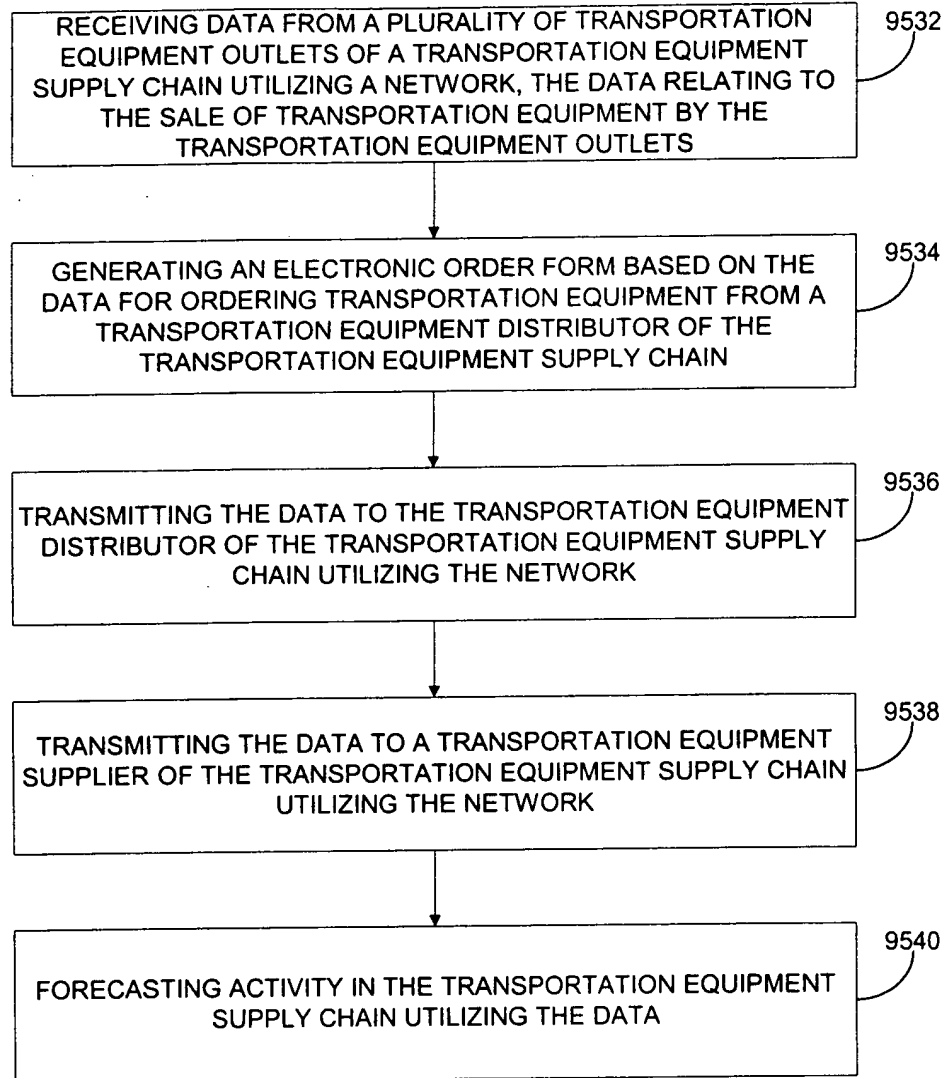
FORECASTING ACTIVITY IN THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING THE DATA

9440

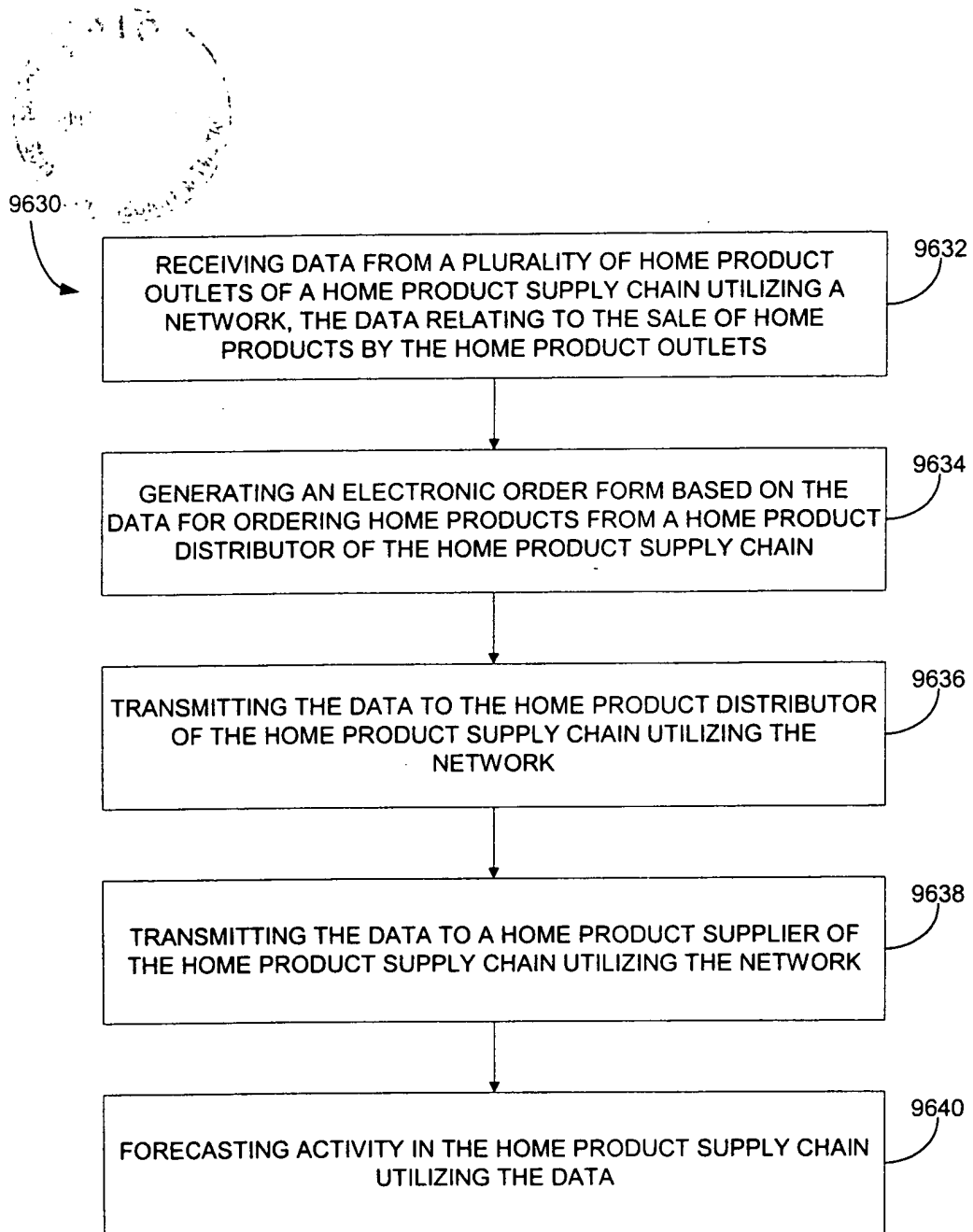
FIG. 94



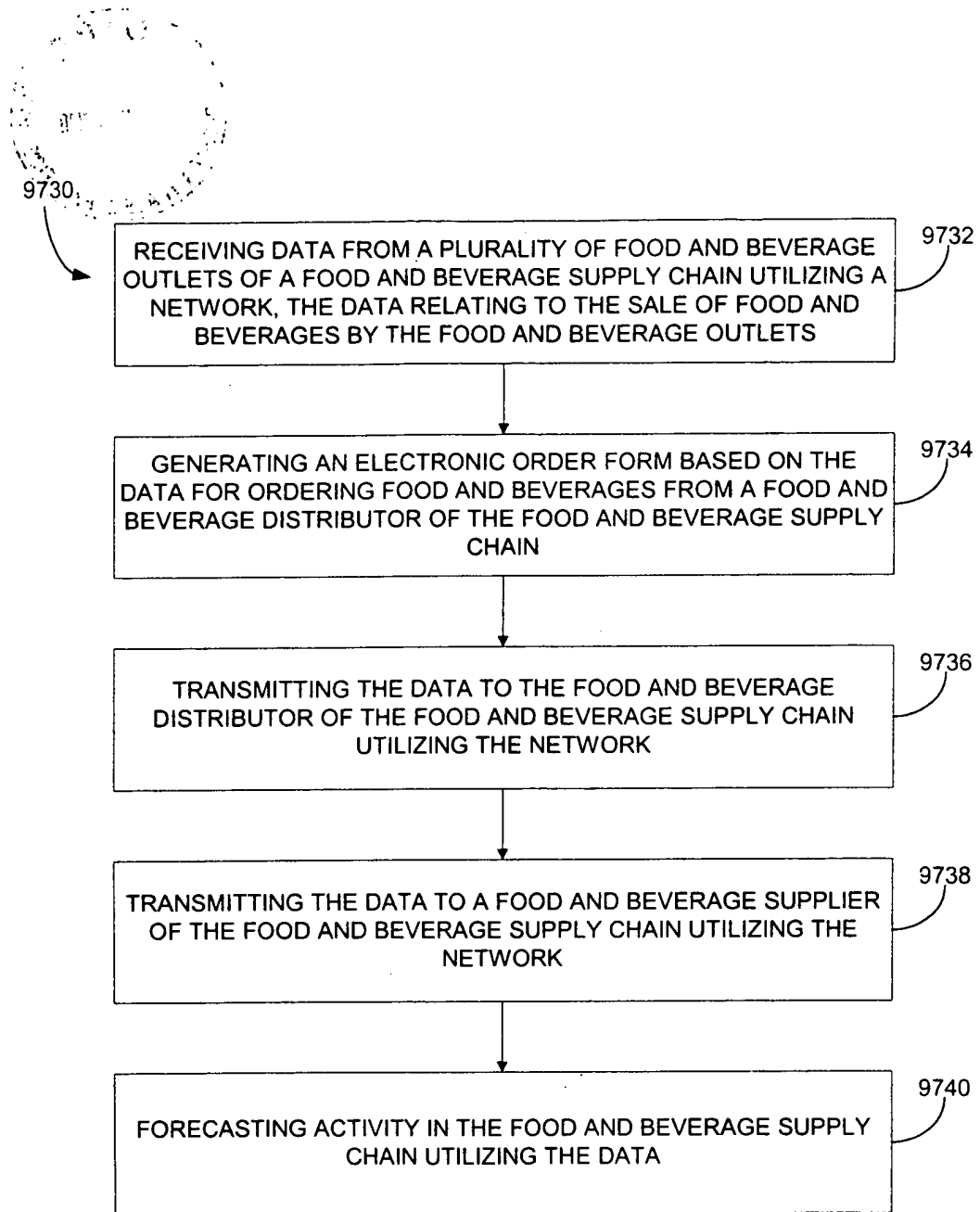
9530



**FIG. 95**



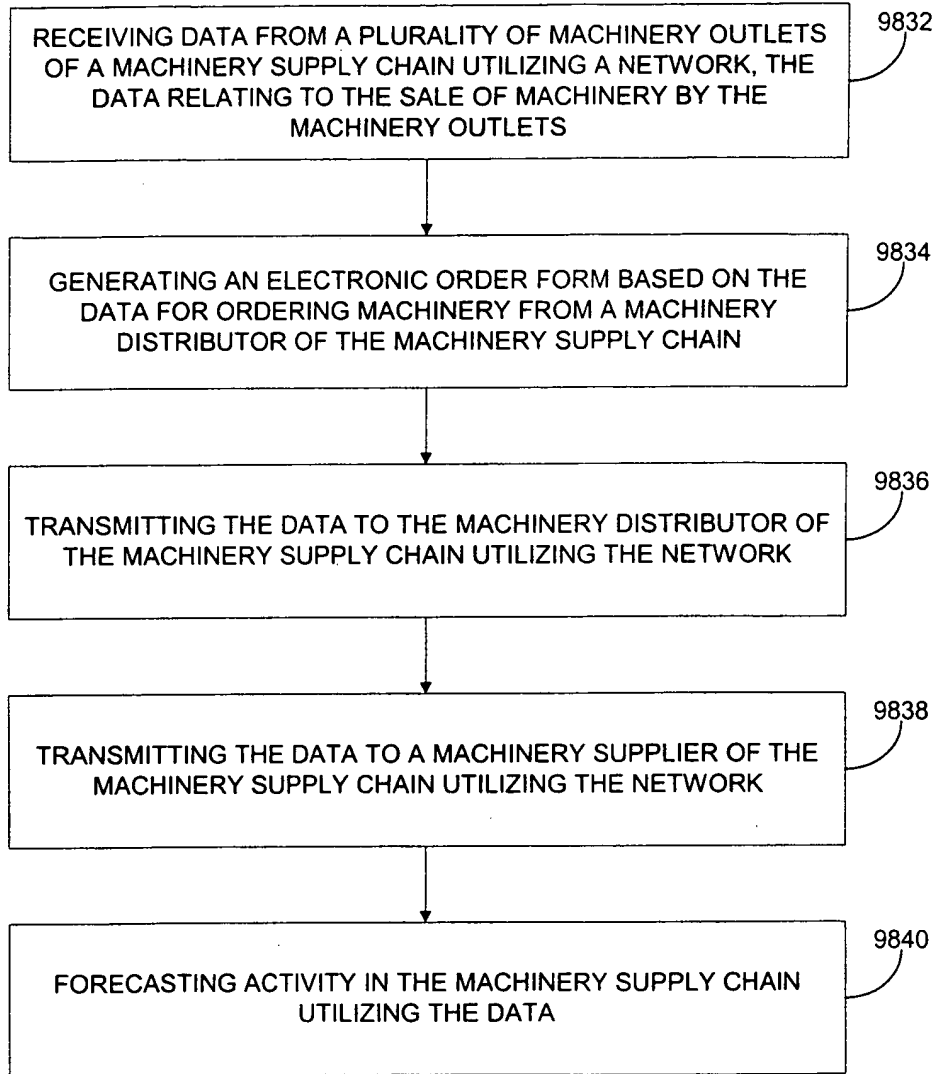
**FIG. 96**



**FIG. 97**



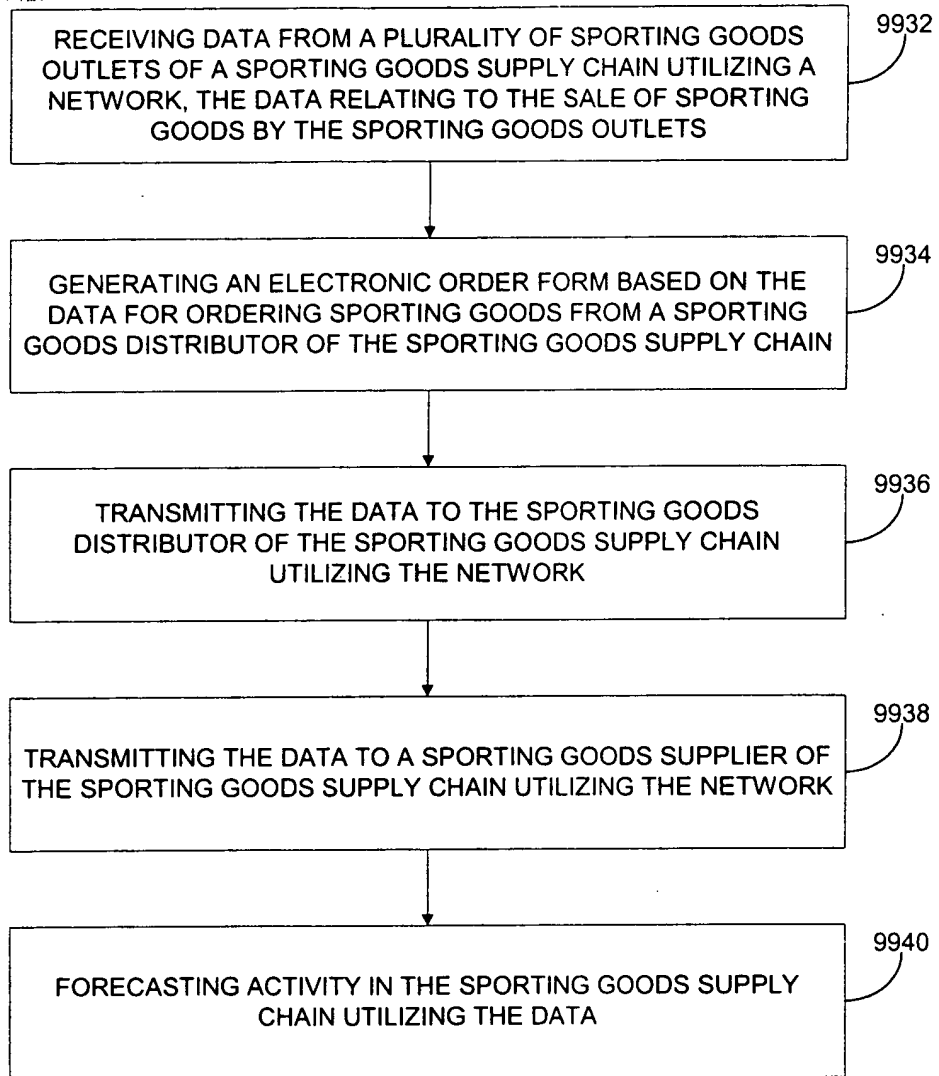
9830



**FIG. 98**



9930



**FIG. 99**



10030

RECEIVING DATA FROM A PLURALITY OF CHEMICAL OUTLETS OF  
A CHEMICAL SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF CHEMICALS BY THE CHEMICAL  
OUTLETS

10032

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE  
DATA FOR ORDERING CHEMICALS FROM A CHEMICAL  
DISTRIBUTOR OF THE CHEMICAL SUPPLY CHAIN

10034

TRANSMITTING THE DATA TO THE CHEMICAL DISTRIBUTOR OF  
THE CHEMICAL SUPPLY CHAIN UTILIZING THE NETWORK

10036

TRANSMITTING THE DATA TO A CHEMICAL SUPPLIER OF THE  
CHEMICAL SUPPLY CHAIN UTILIZING THE NETWORK

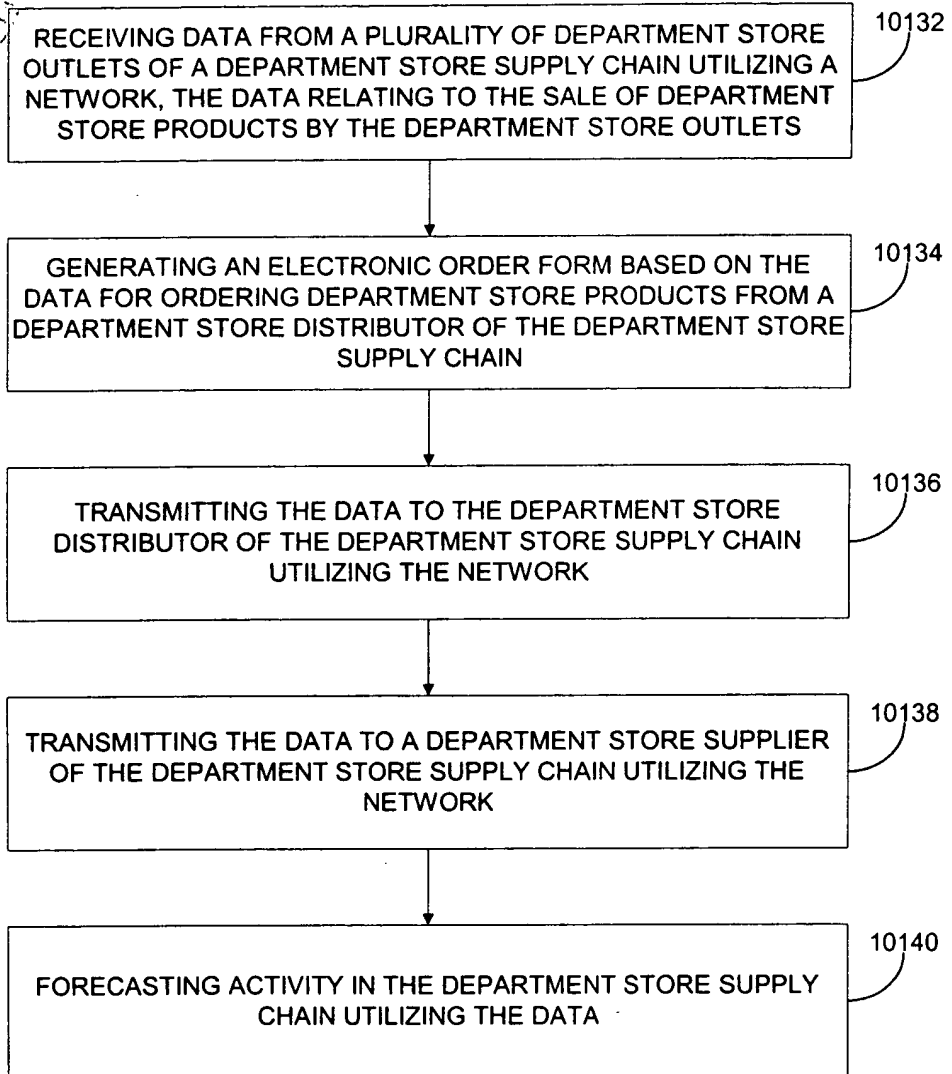
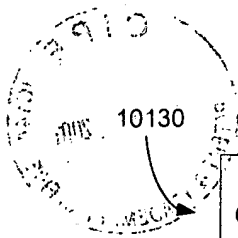
10038

FORECASTING ACTIVITY IN THE CHEMICAL SUPPLY CHAIN  
UTILIZING THE DATA

10040

**FIG. 100**





**FIG. 101**

FIG. 102A

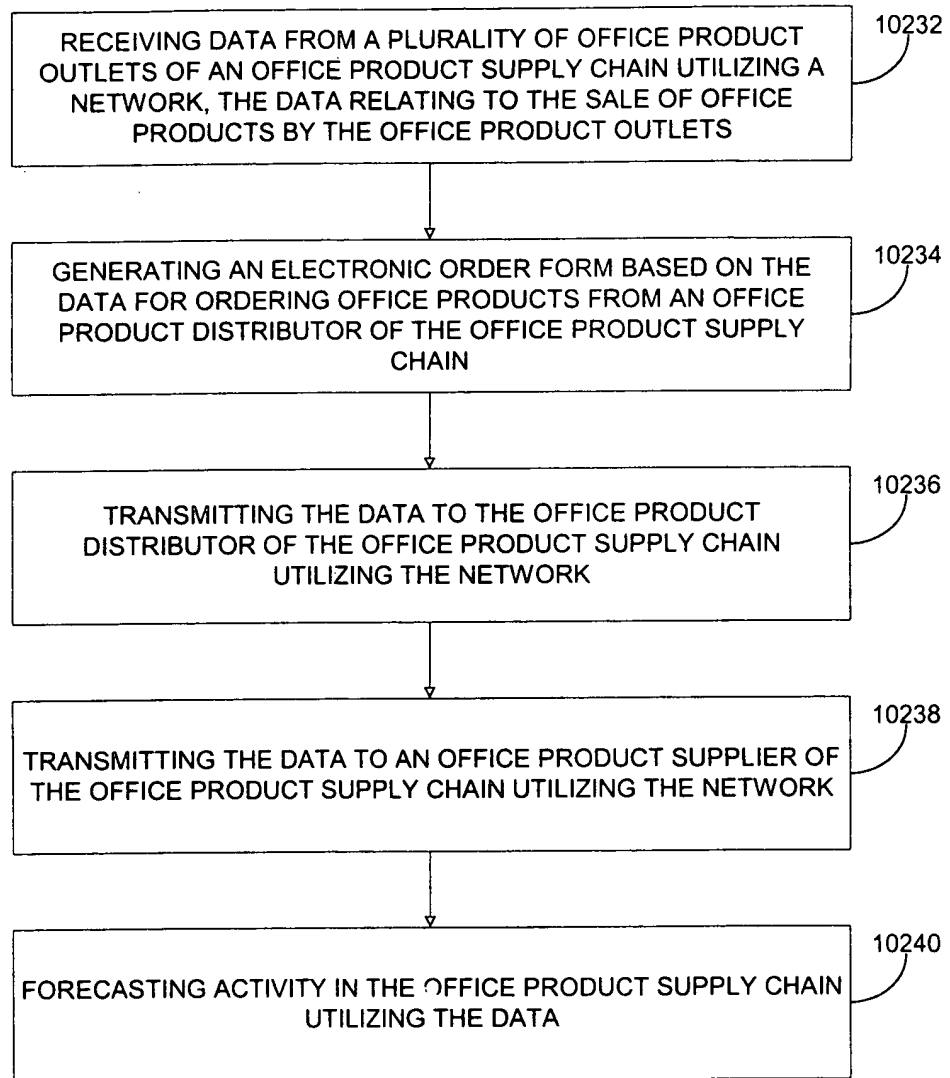
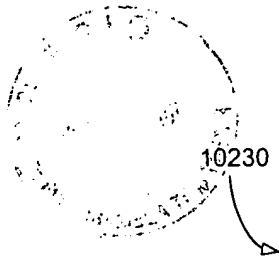


FIG. 102A

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS  
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE  
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK  
OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING BOOKS FROM A BOOK  
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF  
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE  
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN  
UTILIZING THE DATA

10270

**FIG. 102B**

10330 10332 10334 10336 10338 10340

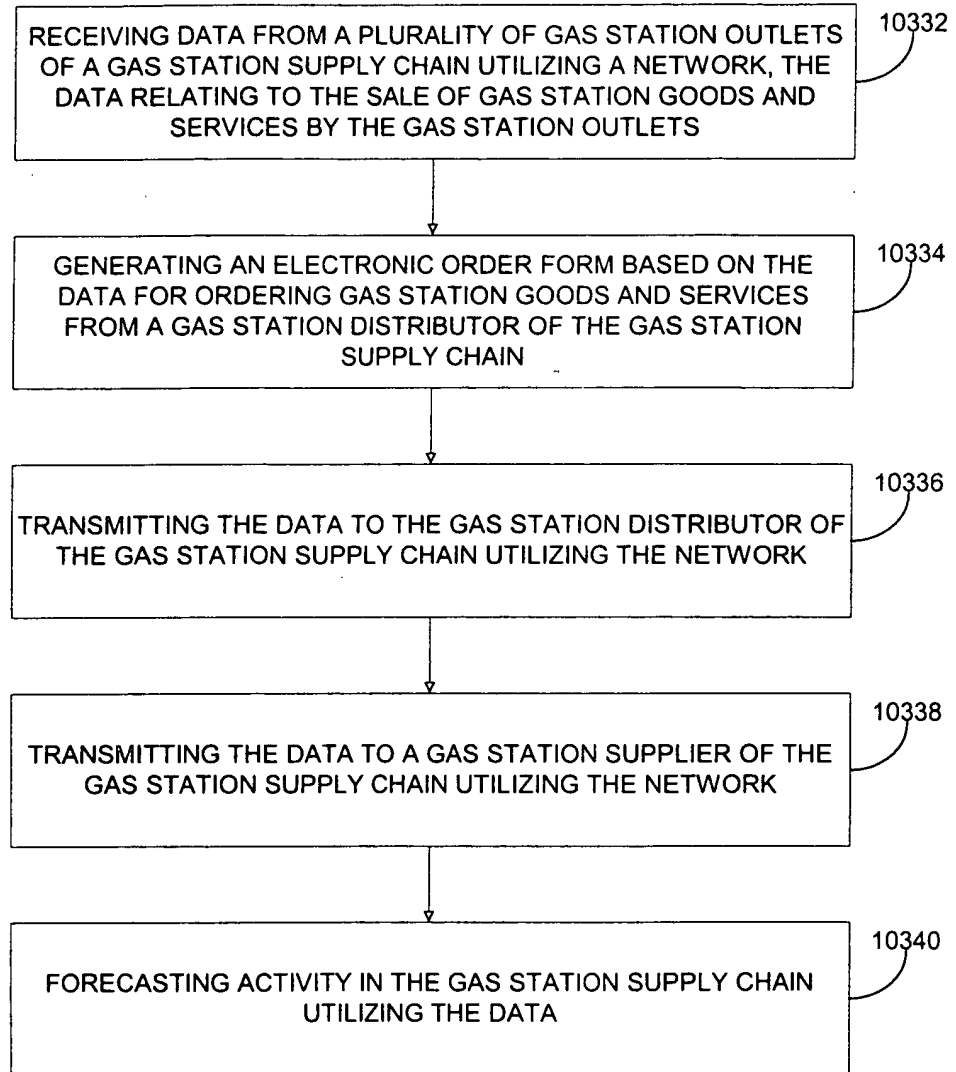
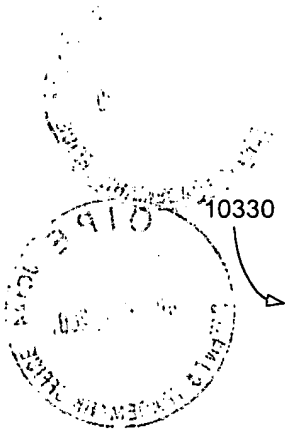


FIG. 103

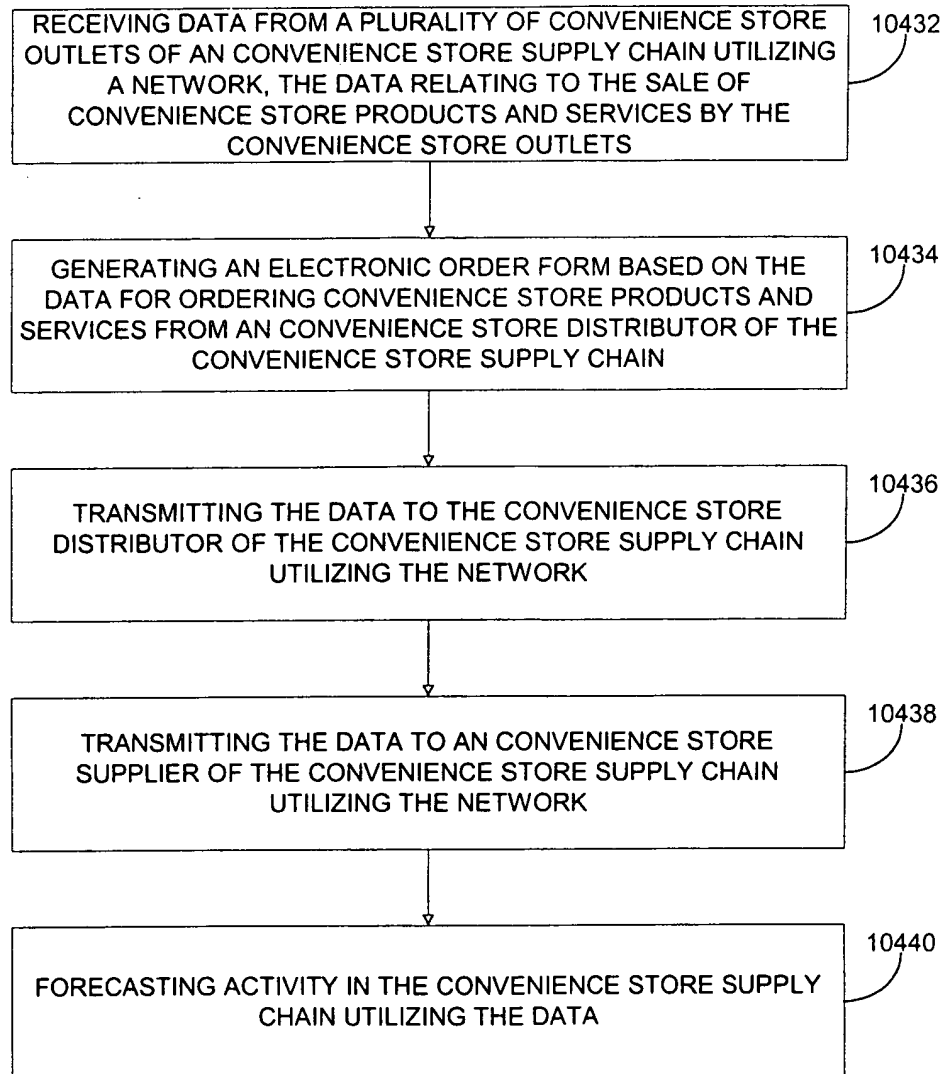
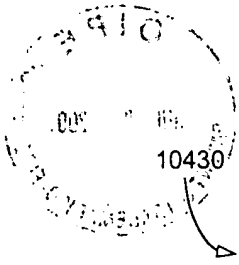
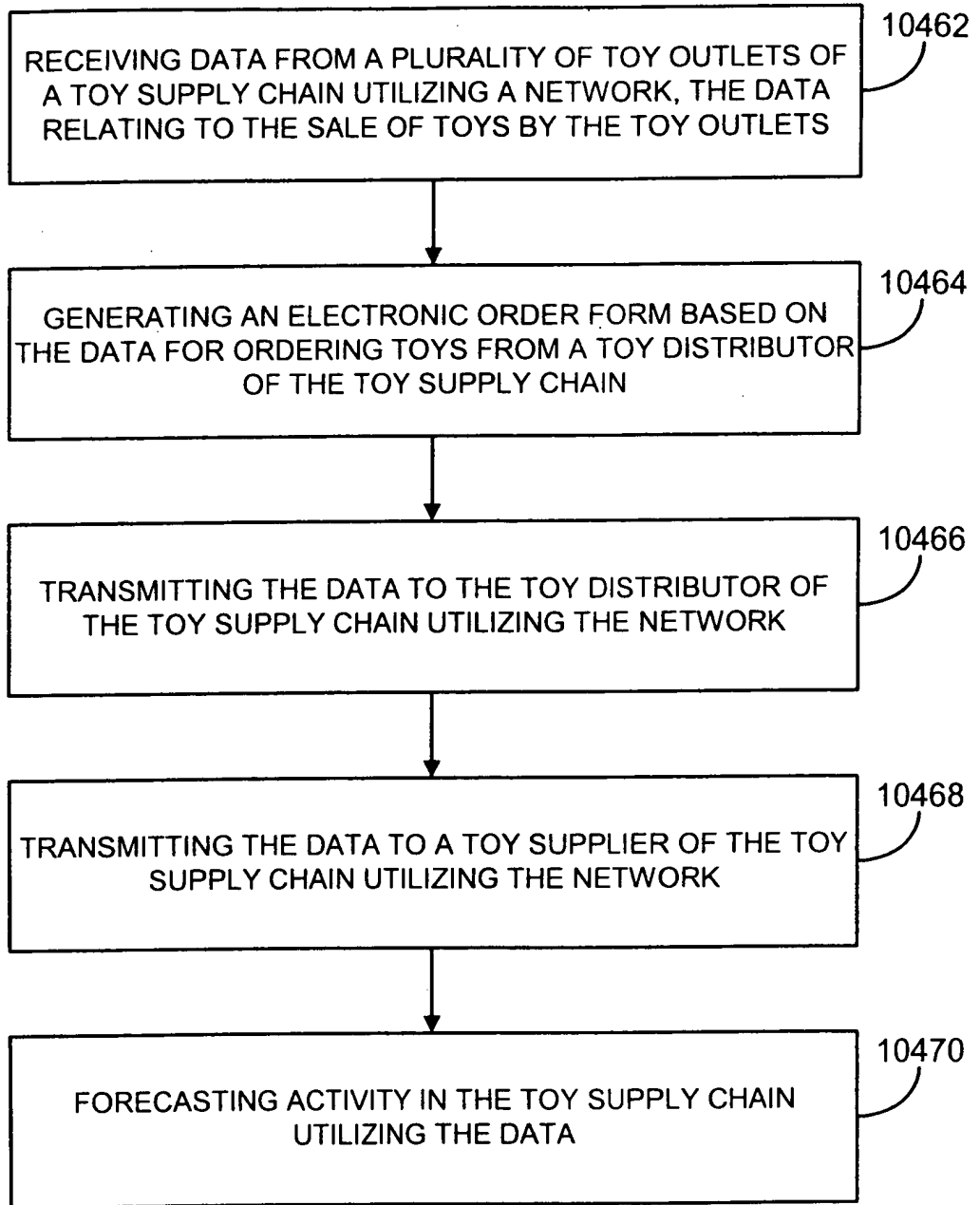


FIG. 104A



10460 10462 10464 10466 10468 10470



**FIG. 104B**

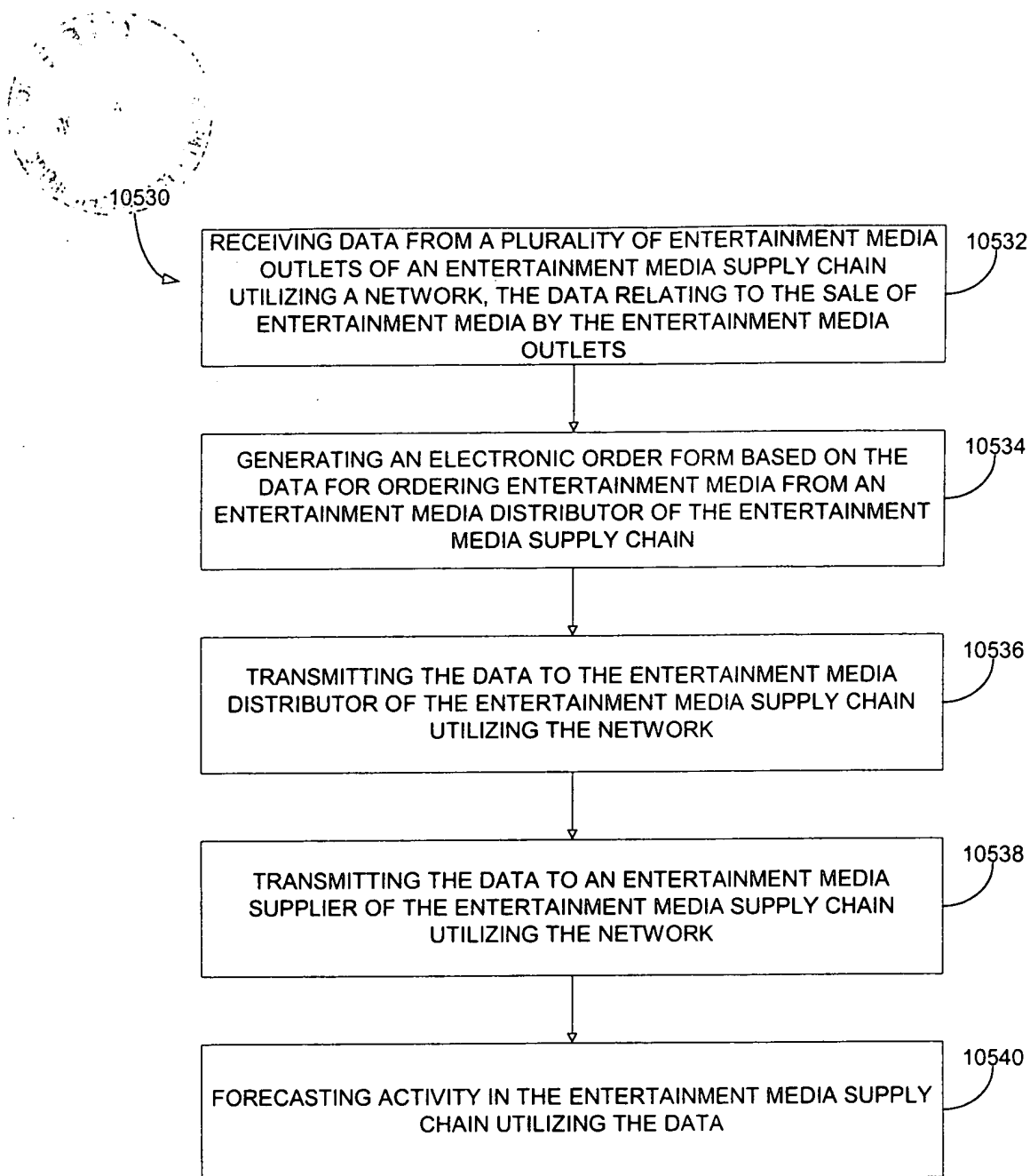
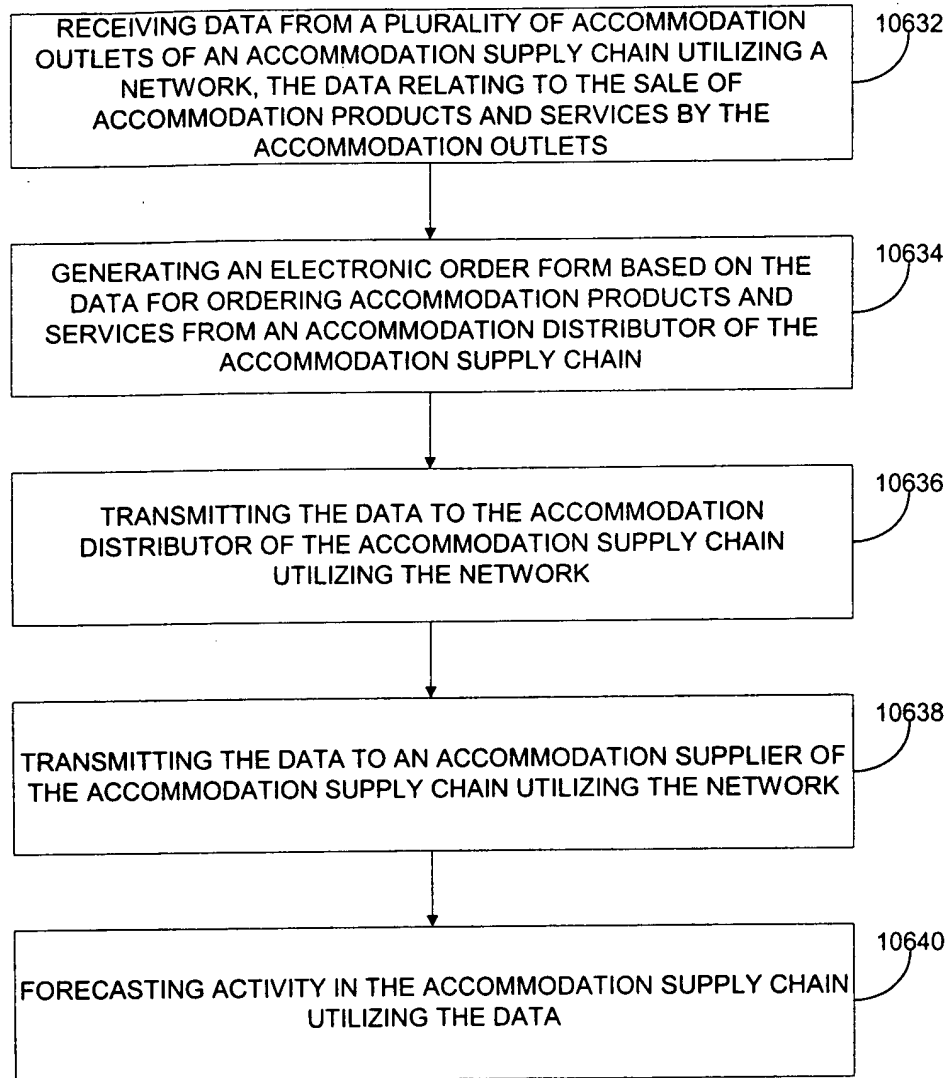
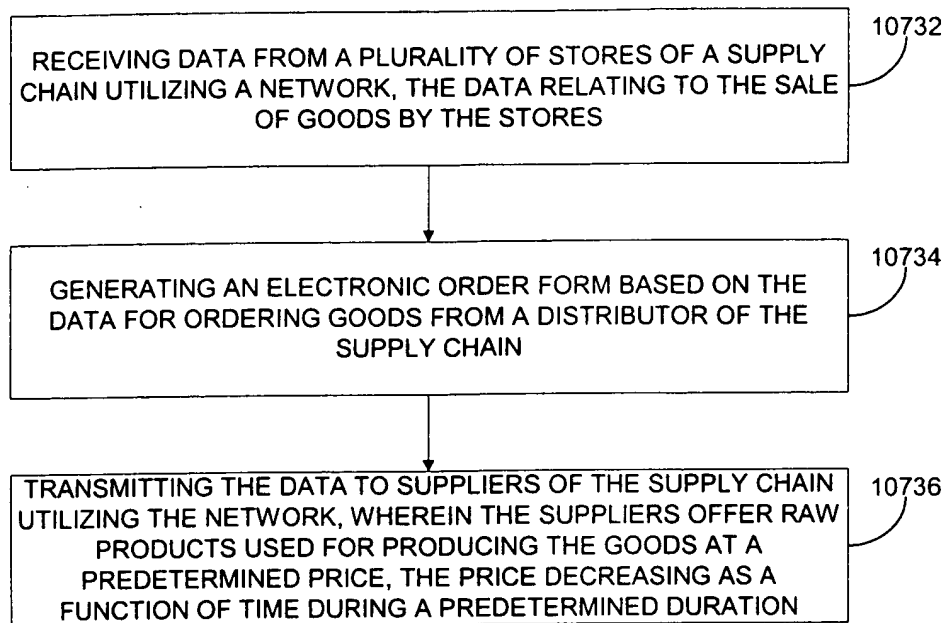
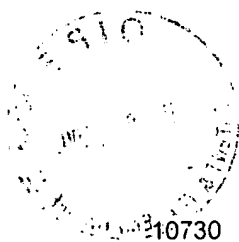


FIG. 105



**FIG. 106**





**FIG. 107**

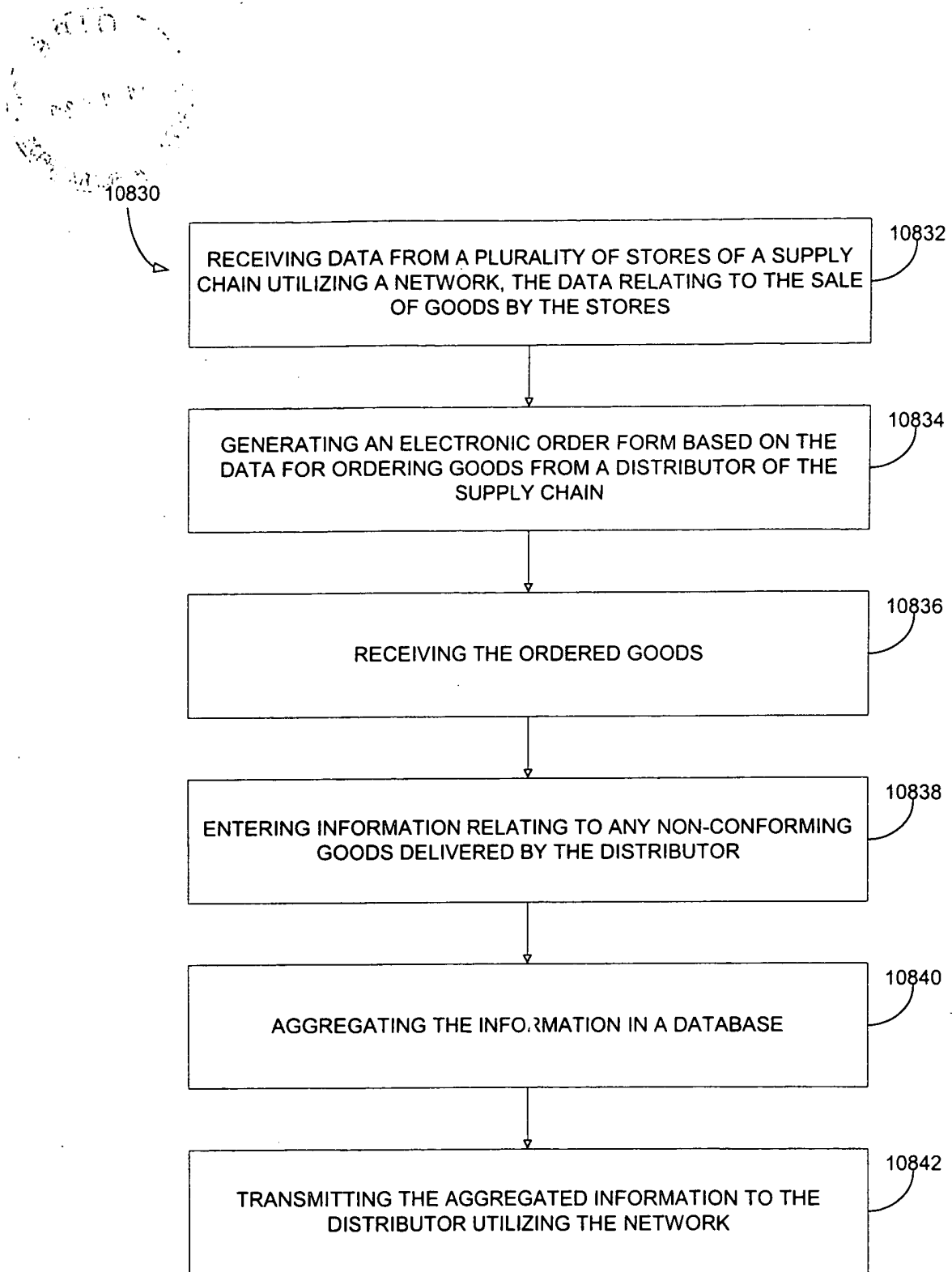
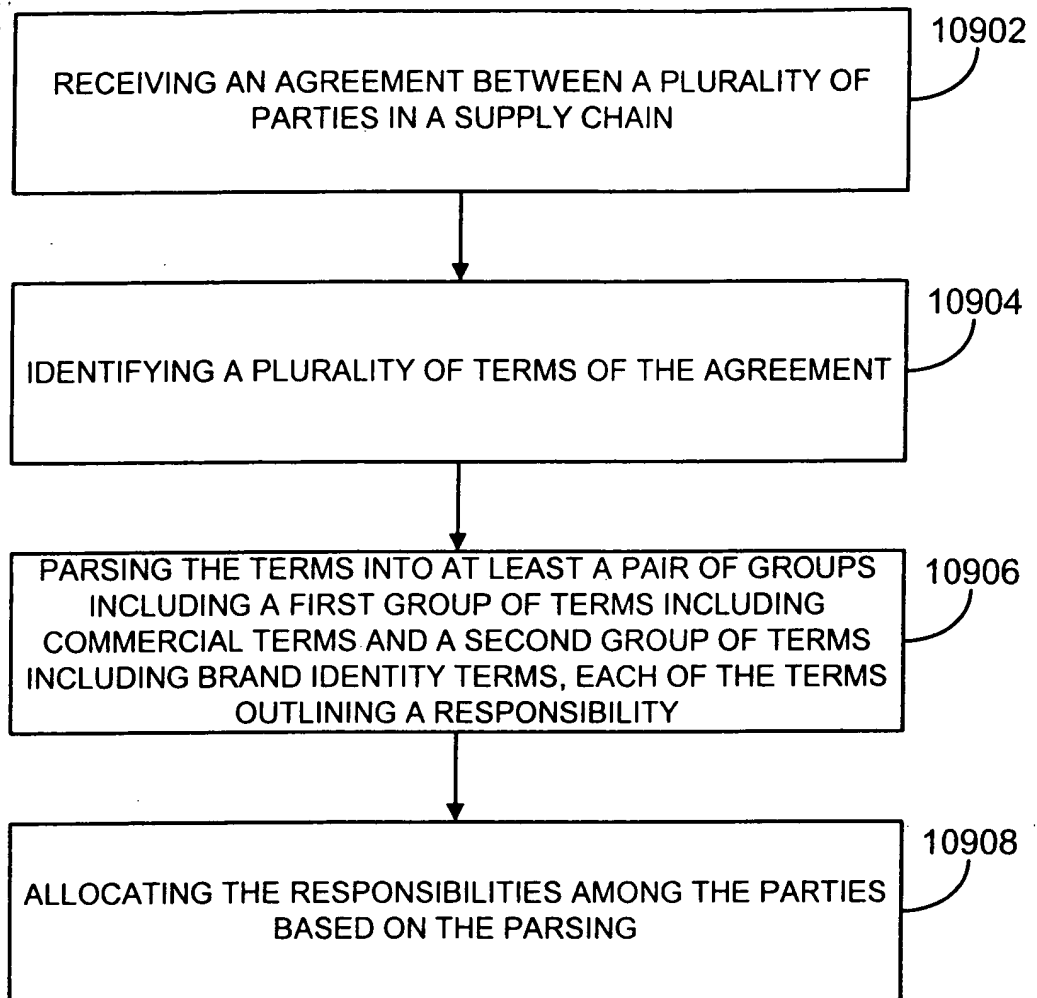
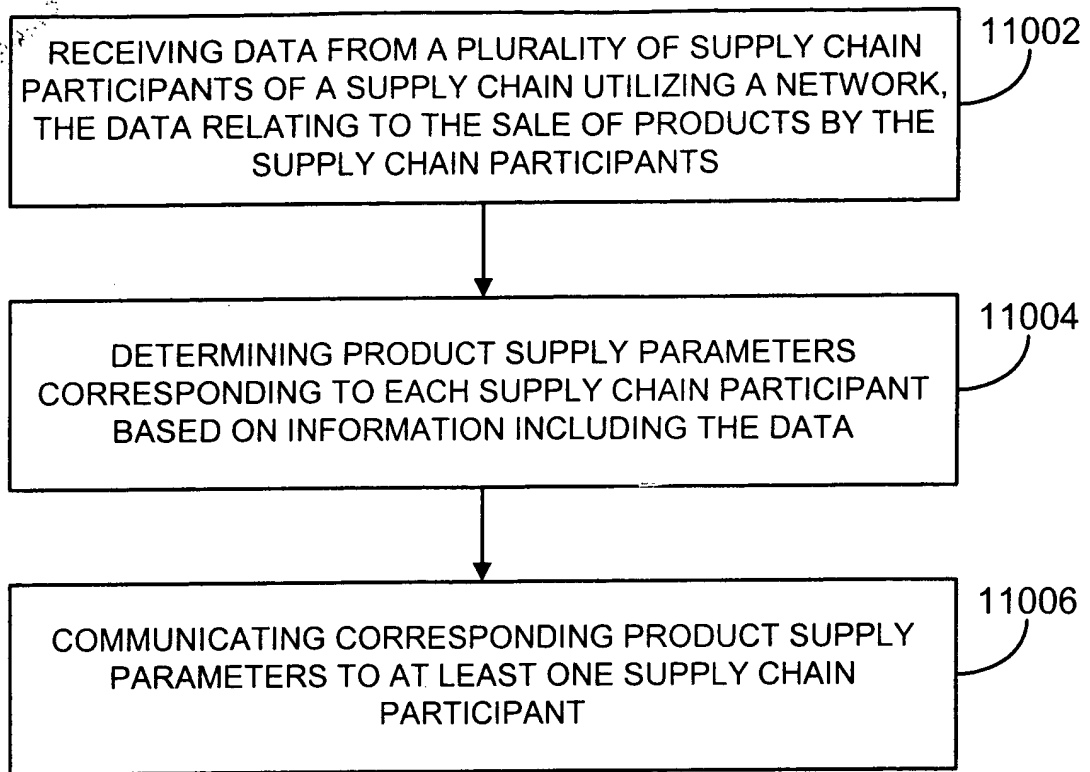
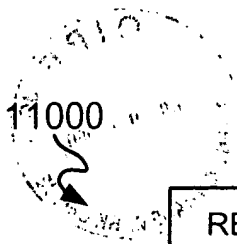


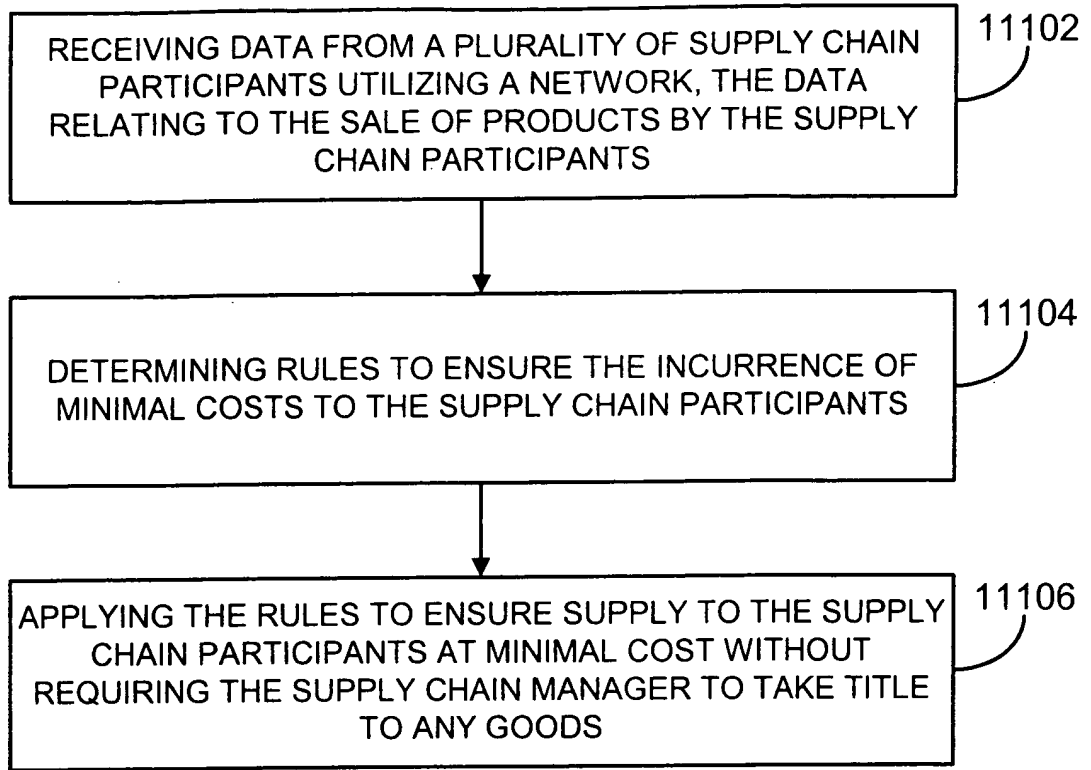
FIG. 108



**FIG. 109**



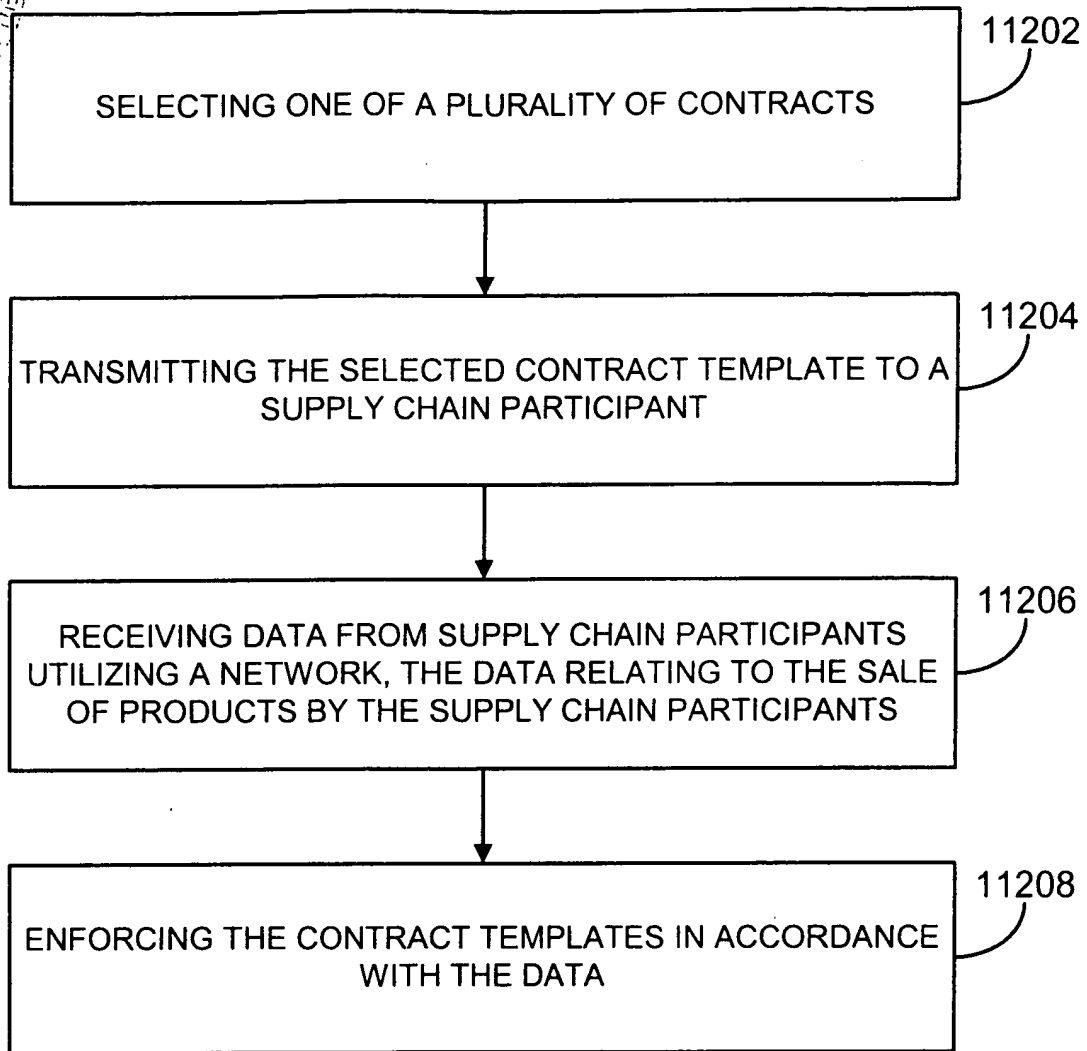
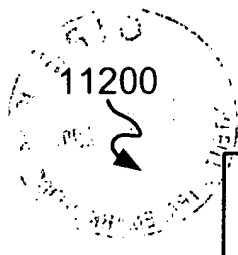
**FIG. 110**



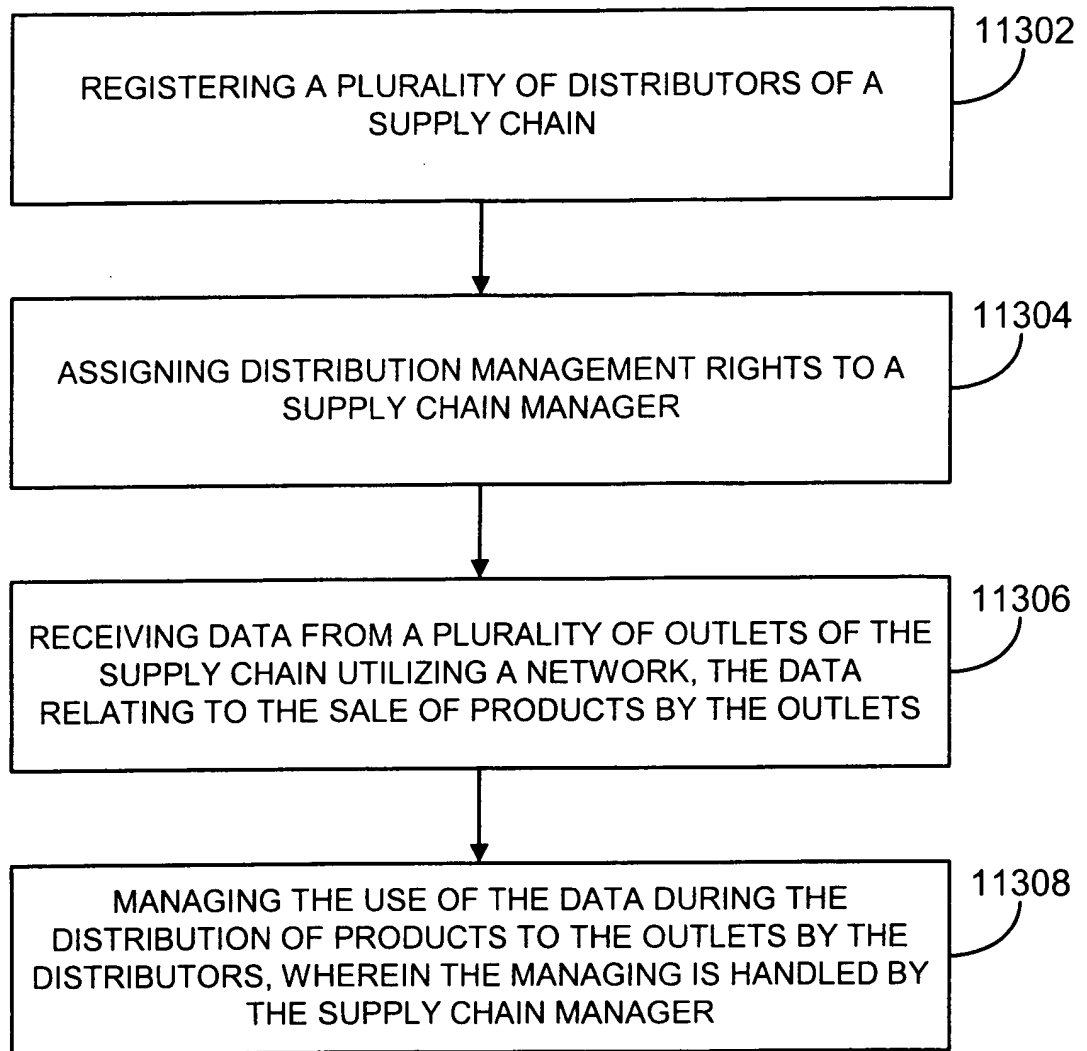
**FIG. 111**

11100 11102 11104 11106

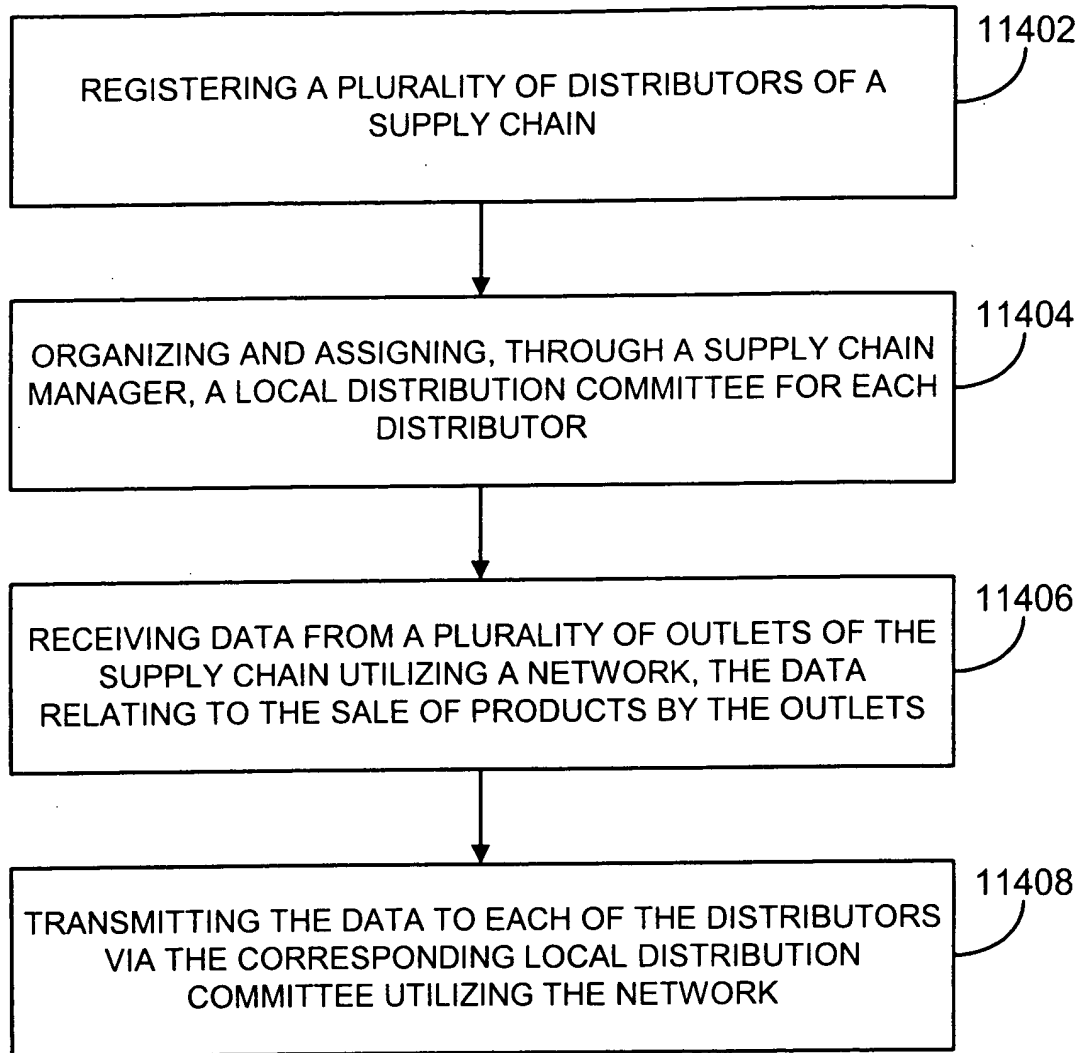
FIG. 112



**FIG. 112**

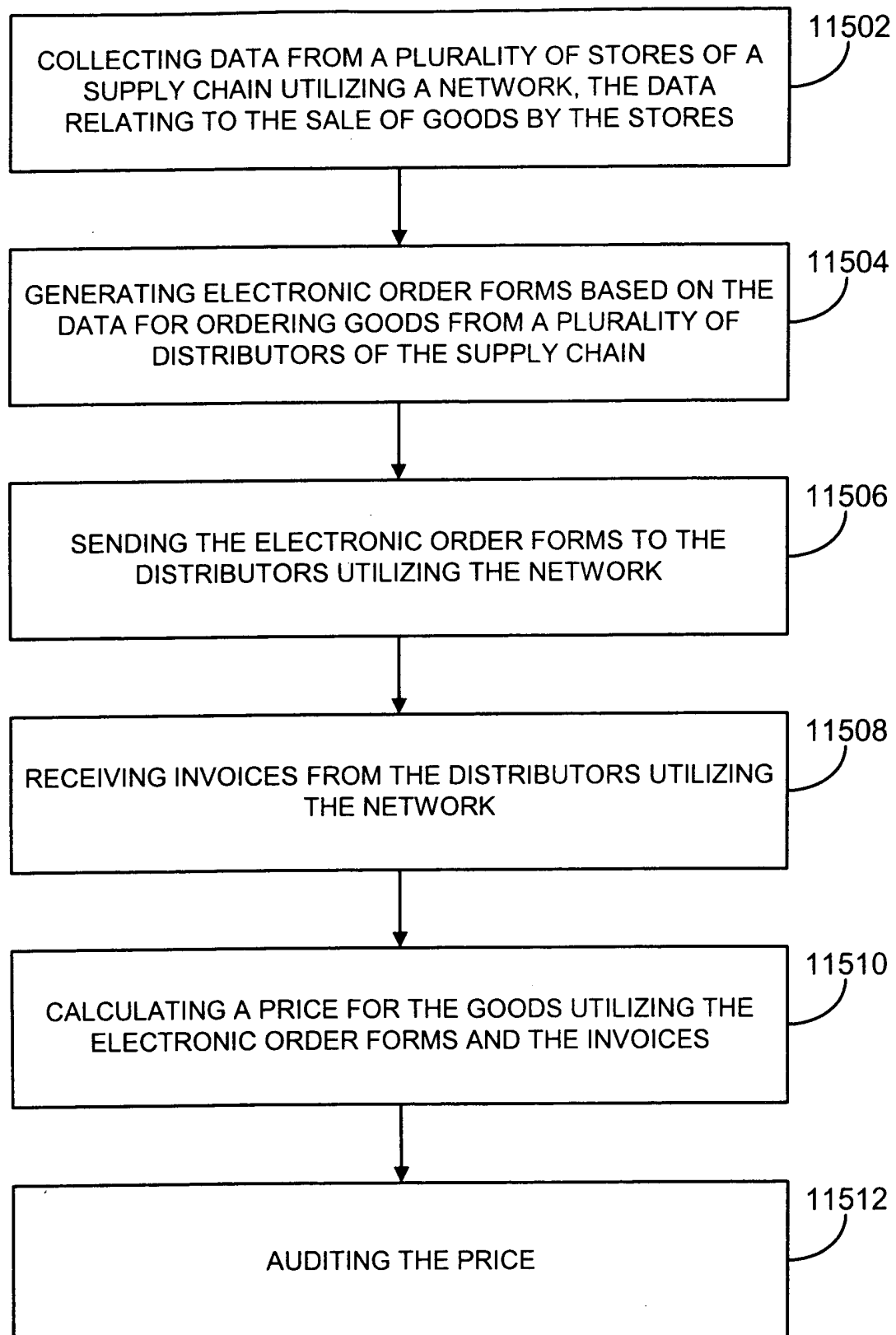
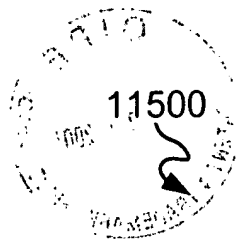


**FIG. 113**

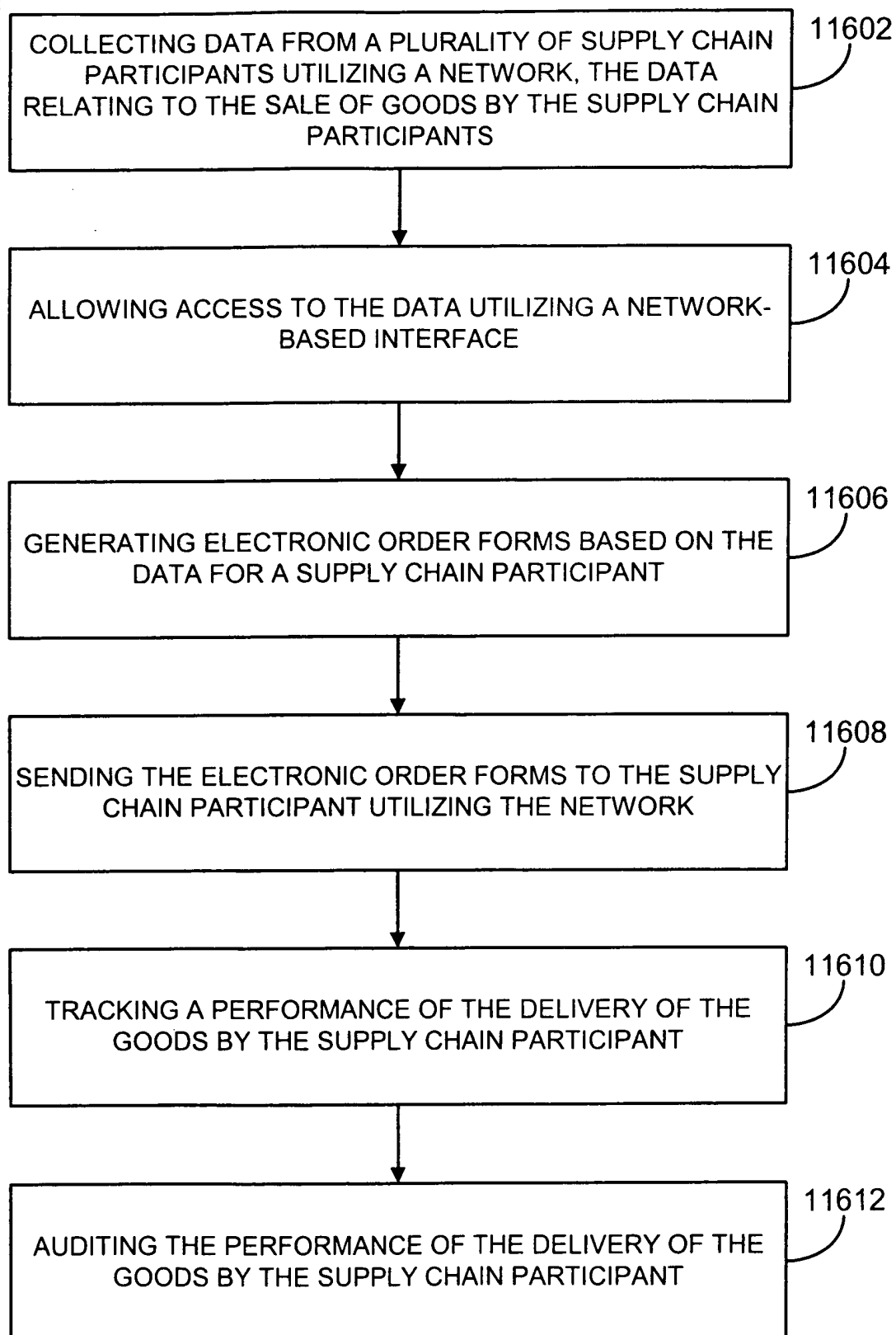
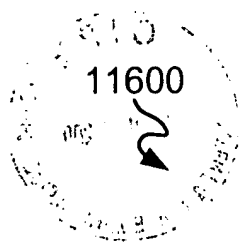


**FIG. 114**

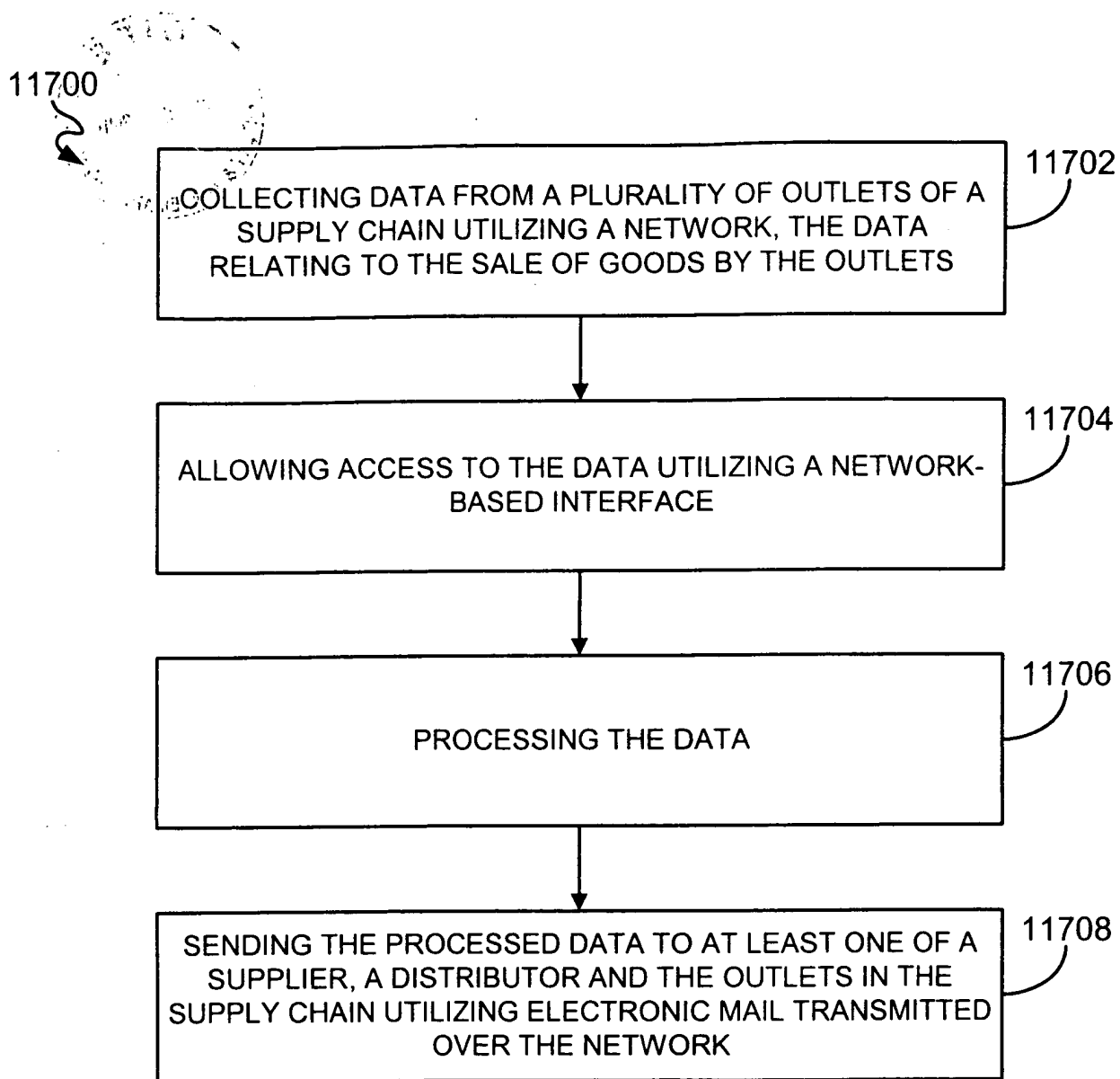




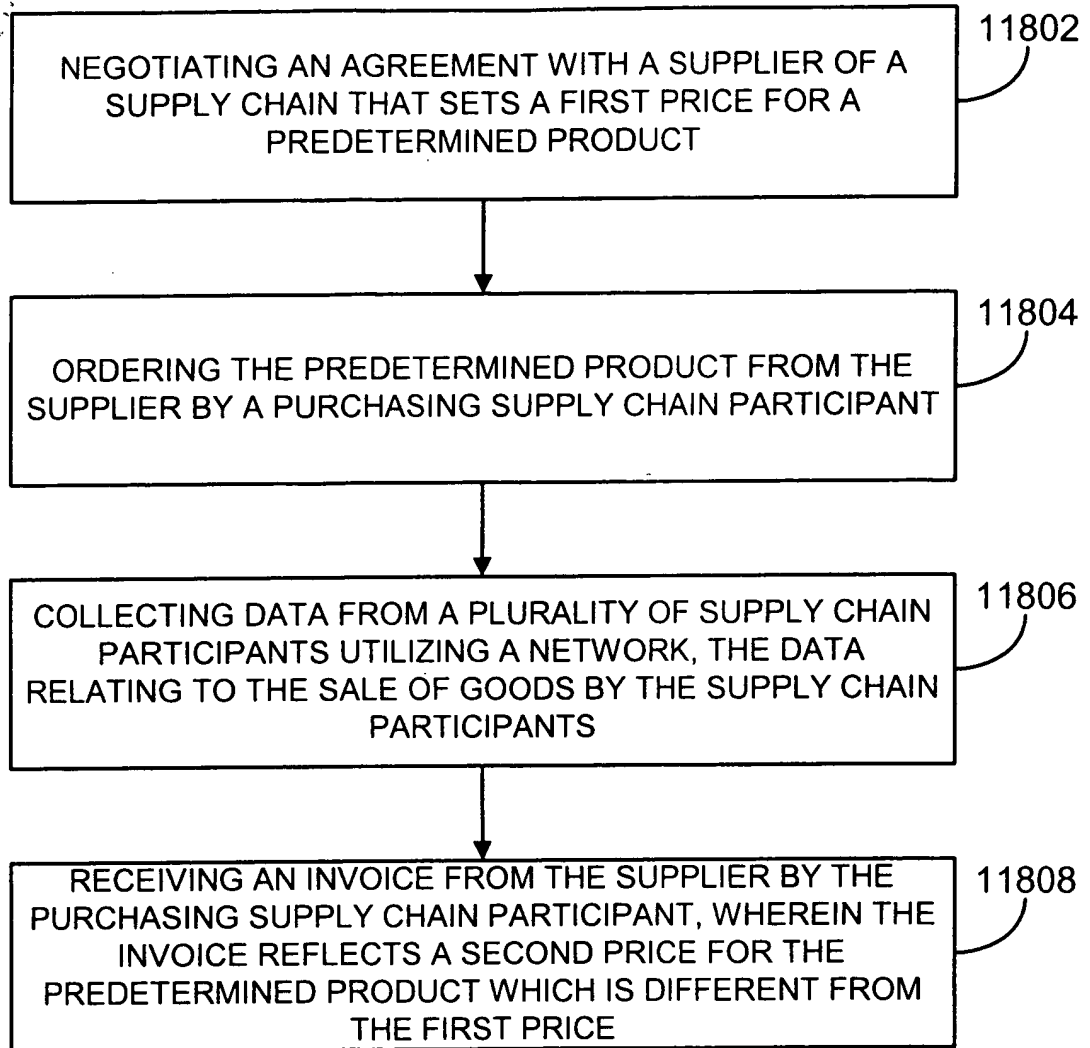
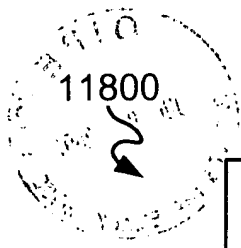
**FIG. 115**



**FIG. 116**

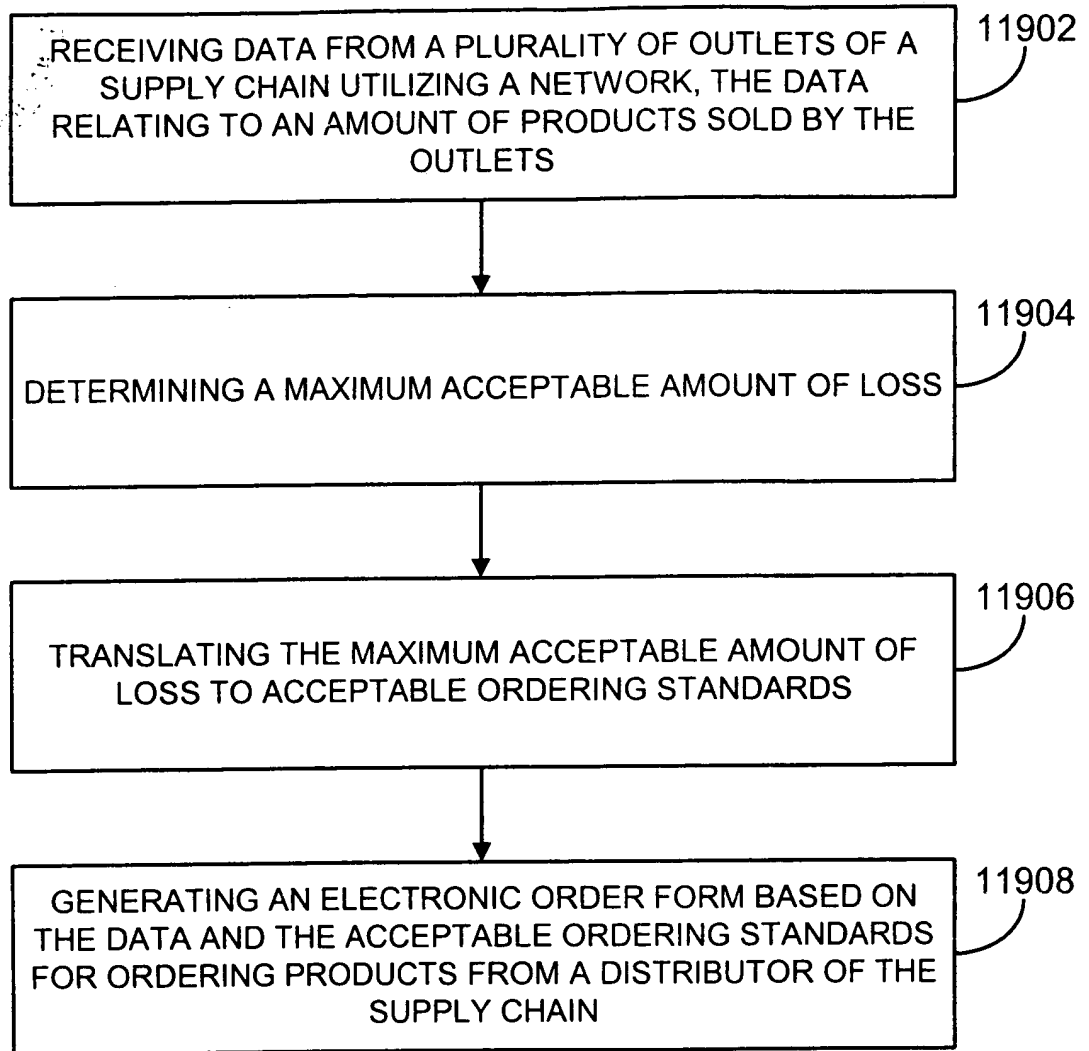


**FIG. 117**

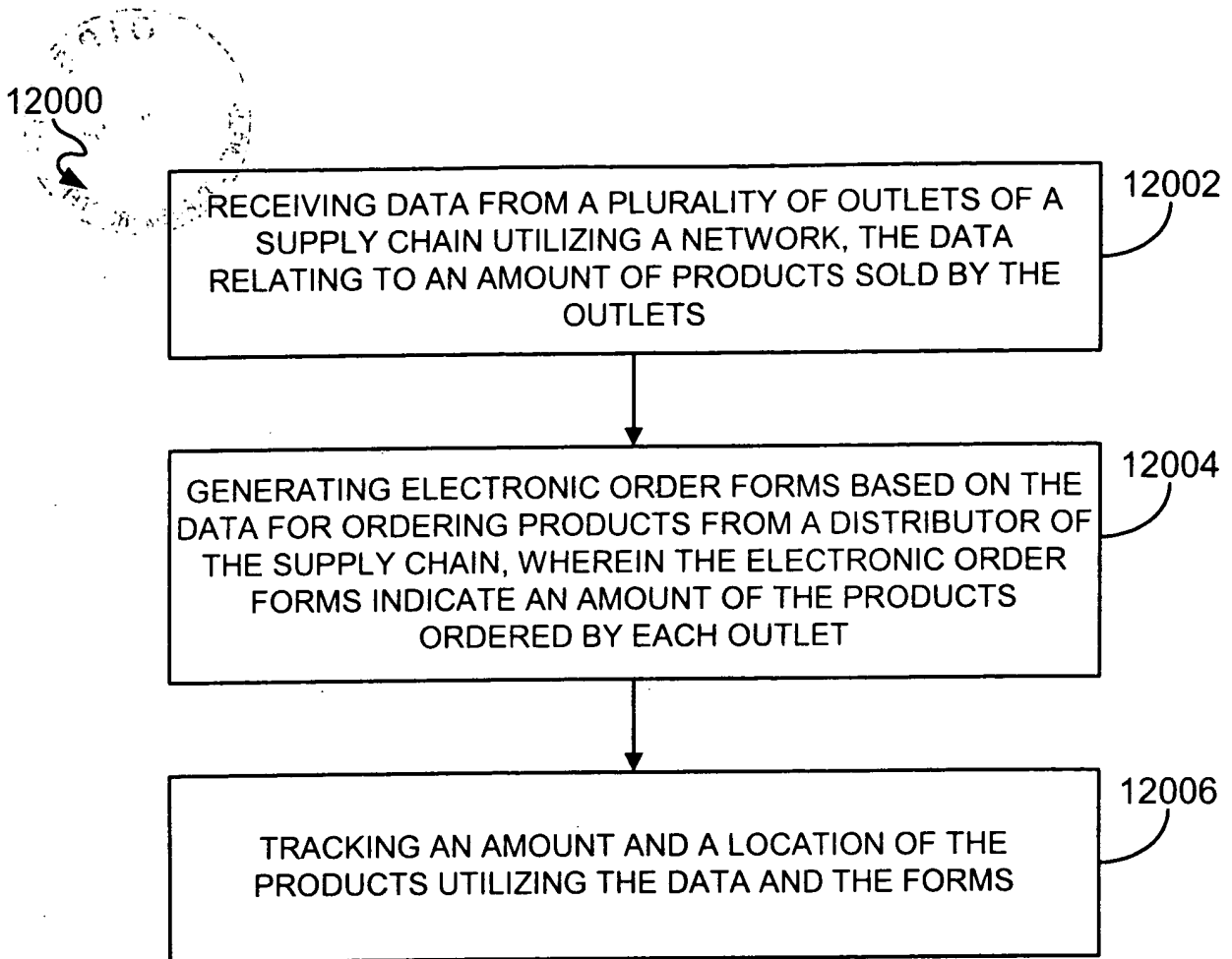


**FIG. 118**

11900

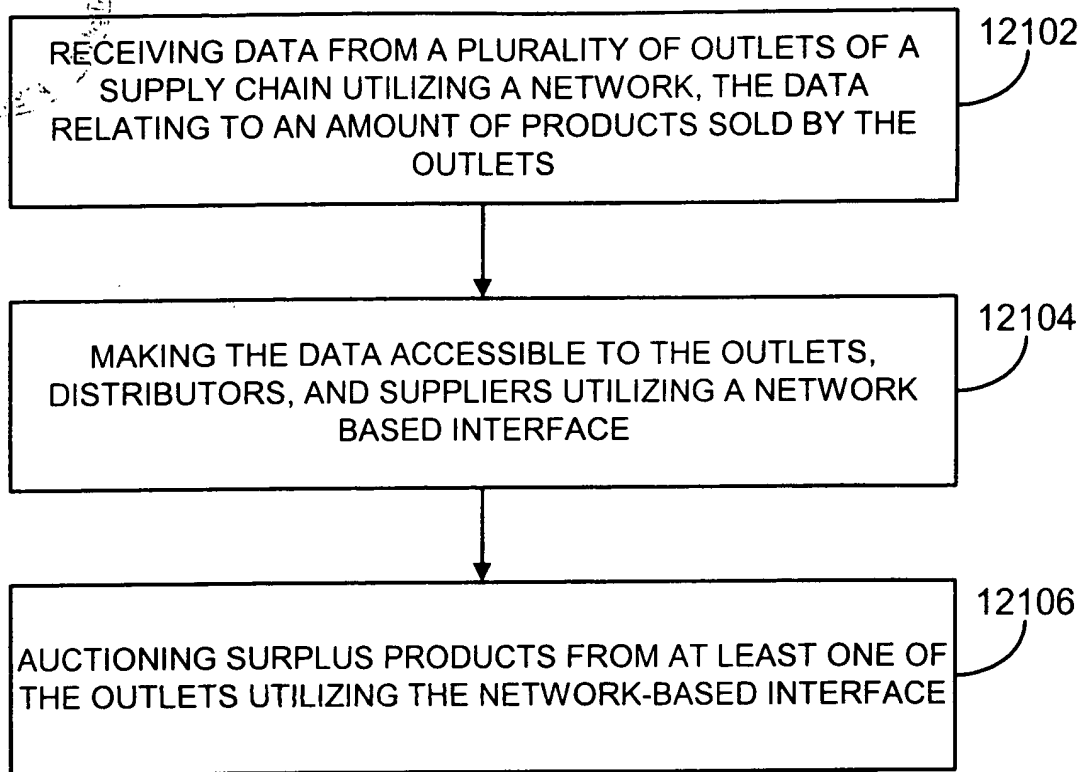


**FIG. 119**

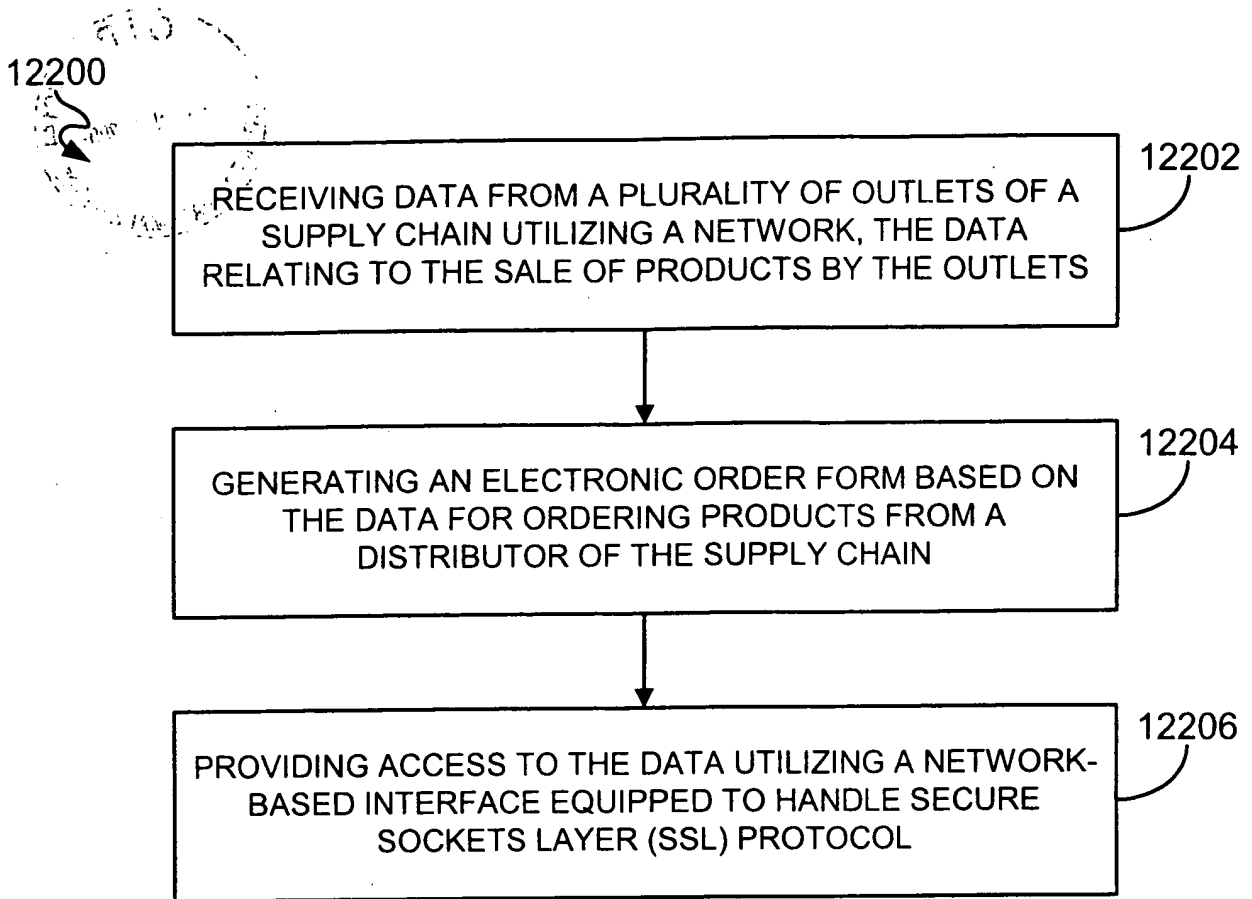


**FIG. 120**

12100

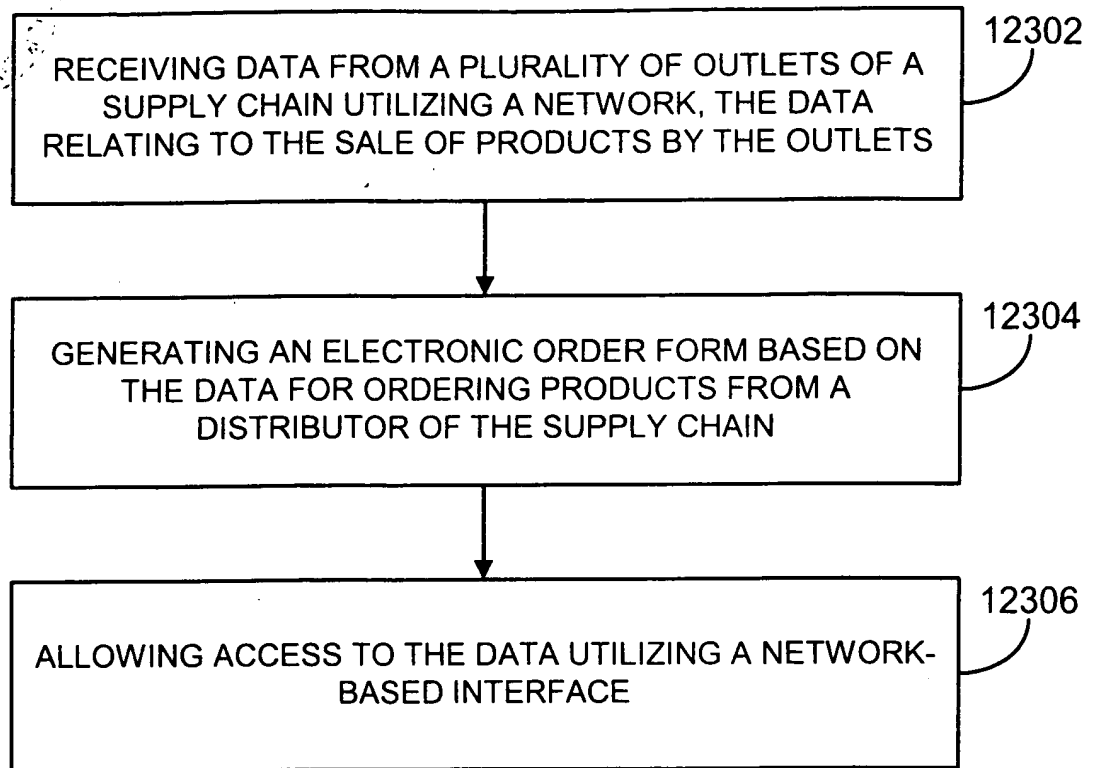
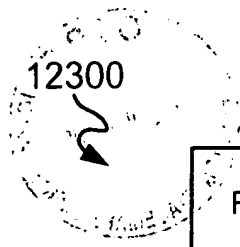


**FIG. 121**

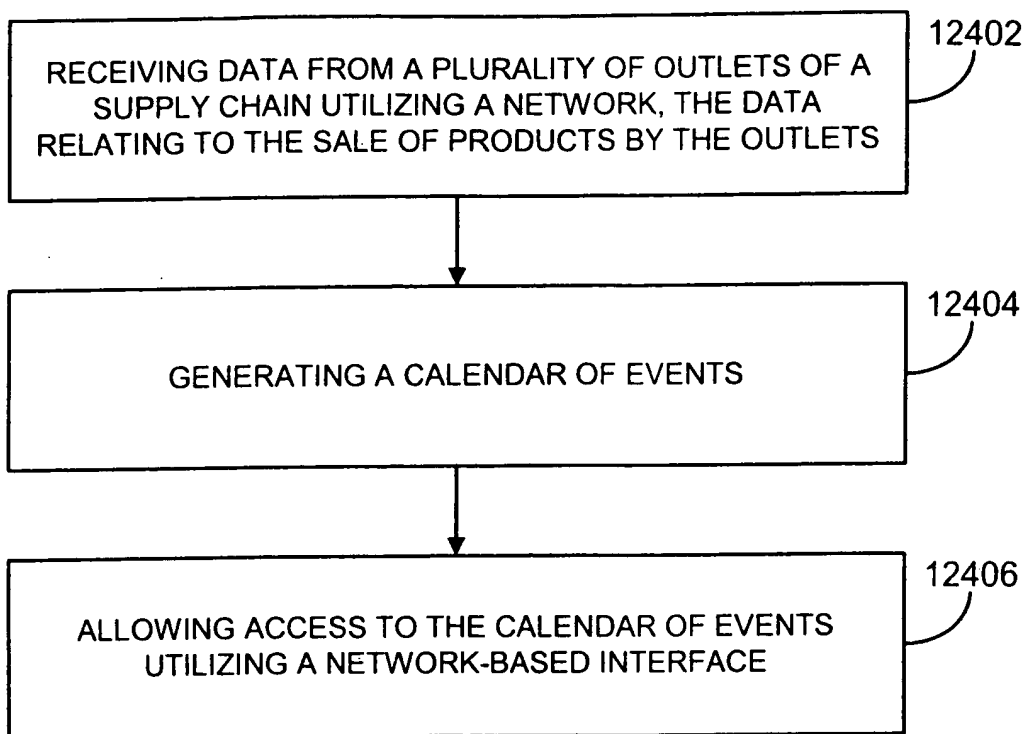


**FIG. 122**





**FIG. 123**



**FIG. 124**

12400 12402 12404 12406



12500

12502

Supply Patronage Sales/Inv Utilities Window

|               |            |          |
|---------------|------------|----------|
| Supplier      | Least Cost | Contract |
| Supplier Site |            |          |
| Distributor   |            |          |
| DC            |            |          |
| Item          | Items ...  |          |

FIG. 125

12600

12602

|      |       |     |
|------|-------|-----|
| Sort | Print | New |
|------|-------|-----|

FIG. 126

12700

12702

|   |   |
|---|---|
| <b>Item Desc:</b> <input type="text"/>        |   |
| <b>Item Number:</b> <input type="text"/>      | <b>Status Code:</b> <input type="text" value="Active"/> |
| <b>Product Cat Code:</b> <input type="text"/> | <b>Item Rank:</b> <input type="text"/>                  |

FIG. 127

FIG. 128 - 3/15/13



12800

Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128



12900



FIG. 129

13000

|                            |   |                                |          |
|----------------------------|---|--------------------------------|----------|
| <b>Supplier Item Desc:</b> |   | <b>Item No:</b>                |          |
| <b>Current:</b>            | <input checked="" type="radio"/> Yes <input type="radio"/> No | <b>Tie Qty:</b>                |          |
| <b>Items per Case:</b>     | 5000  | <b>High Qty:</b>               |          |
| <b>Innerpack Contents:</b> | 5/1000  | <b>Cases Per Pallet:</b>       |          |
| <b>Item Size:</b>          |   | <b>Stacking Allowed:</b>       |          |
| <b>Case Length:</b>        |   | <b>Universal Product Code:</b> |          |
| <b>Case Width:</b>         |   | <b>Cases Per Truckload:</b>    | 1350     |
| <b>Case Depth:</b>         |   | <b>Net Weight:</b>             | 39.00    |
| <b>Case Dimension U/M:</b> | INCH(S)   | <b>Gross Weight:</b>           | 39.00    |
| <b>Item Cube:</b>          | 0.95 CUBIC FEET   | <b>Weight U/M:</b>             | POUND(S) |
| <b>Item Shelf Life:</b>    |   | <b>BarCode:</b>                |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130



13100

|                         |                               |                                      |
|-------------------------|-------------------------------|--------------------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> FOB Shipping Point |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |                                      |

13102

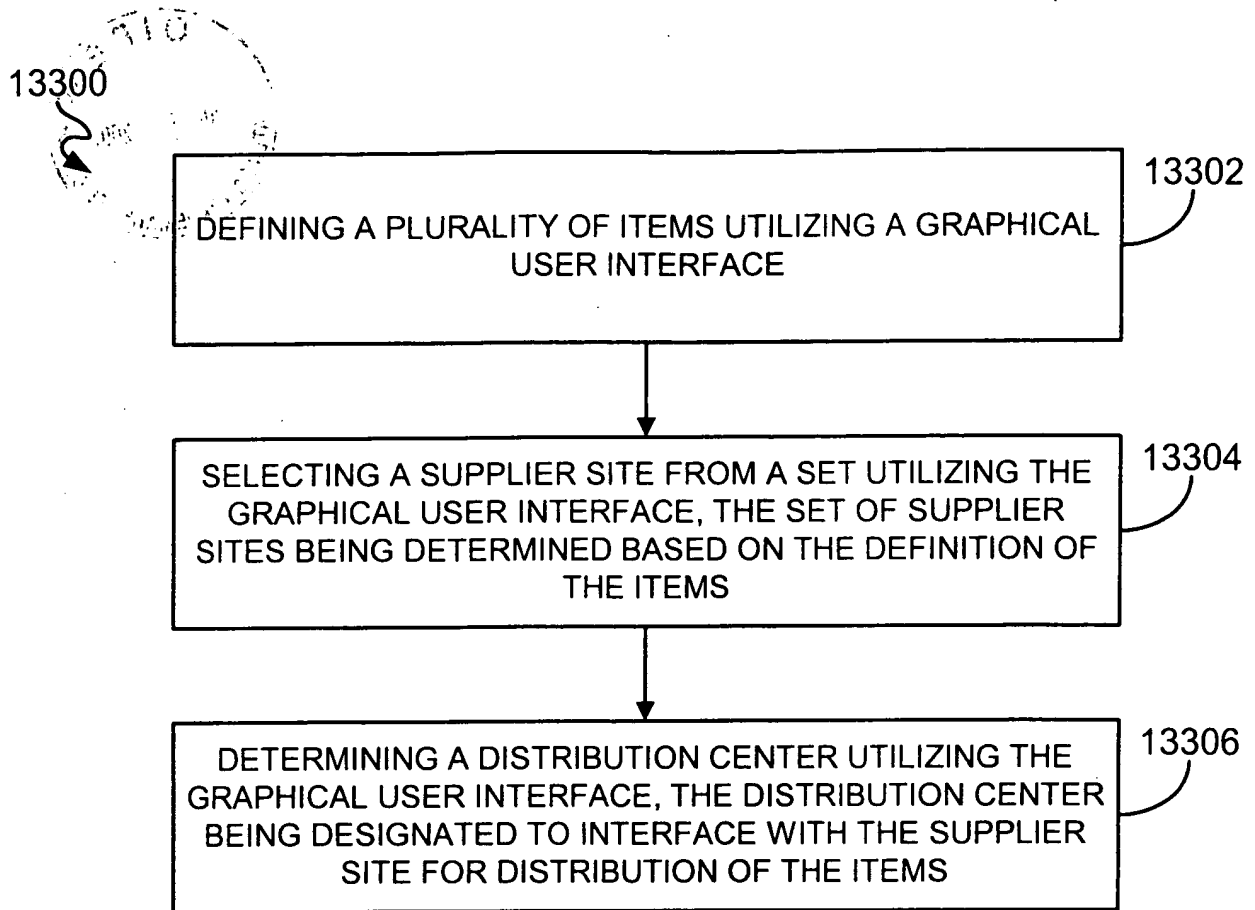
FIG. 131

13200

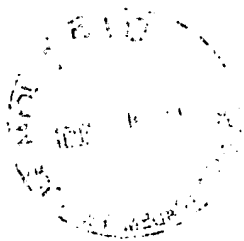
|                         |  |   |
|-------------------------|--|---|
| <b>Site Information</b> | <b>Site Id:</b> 16                         | <b>FOB Shipping Point</b>                     |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY                 | <b>Railroad Name:</b> <input type="text"/>    |
| <b>Status:</b>          | Active <input checked="" type="checkbox"/> | <b>Rail Sidings:</b> <input type="checkbox"/> |

FIG. 132

FIG. 131



**FIG. 133**



13400

|                 |   |           |                           |      |        |        |                          |
|-----------------|---|-----------|---------------------------|------|--------|--------|--------------------------|
| Item:           | WRAP-BACON DOUBLE CHEESEBURGER DELUXE                         | Begin:    | 7/1/96                    | End: | 9/1/96 | Final: | <input type="checkbox"/> |
| Override Rules: | <input type="radio"/> Yes <input checked="" type="radio"/> No | Apply By: | Cell <input type="text"/> |      |        |        |                          |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137



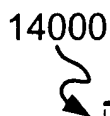


FIG. 138



| Min Ordr | UM           | Slip   | D liv. |
|----------|--------------|--------|--------|
| 1        | TRUCKLOAD(S) | Pallet |        |
| 1        | TRUCKLOAD(S) | Pallet |        |

FIG. 139



| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140

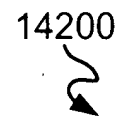


FIG. 142

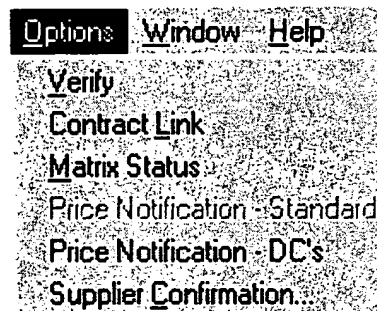
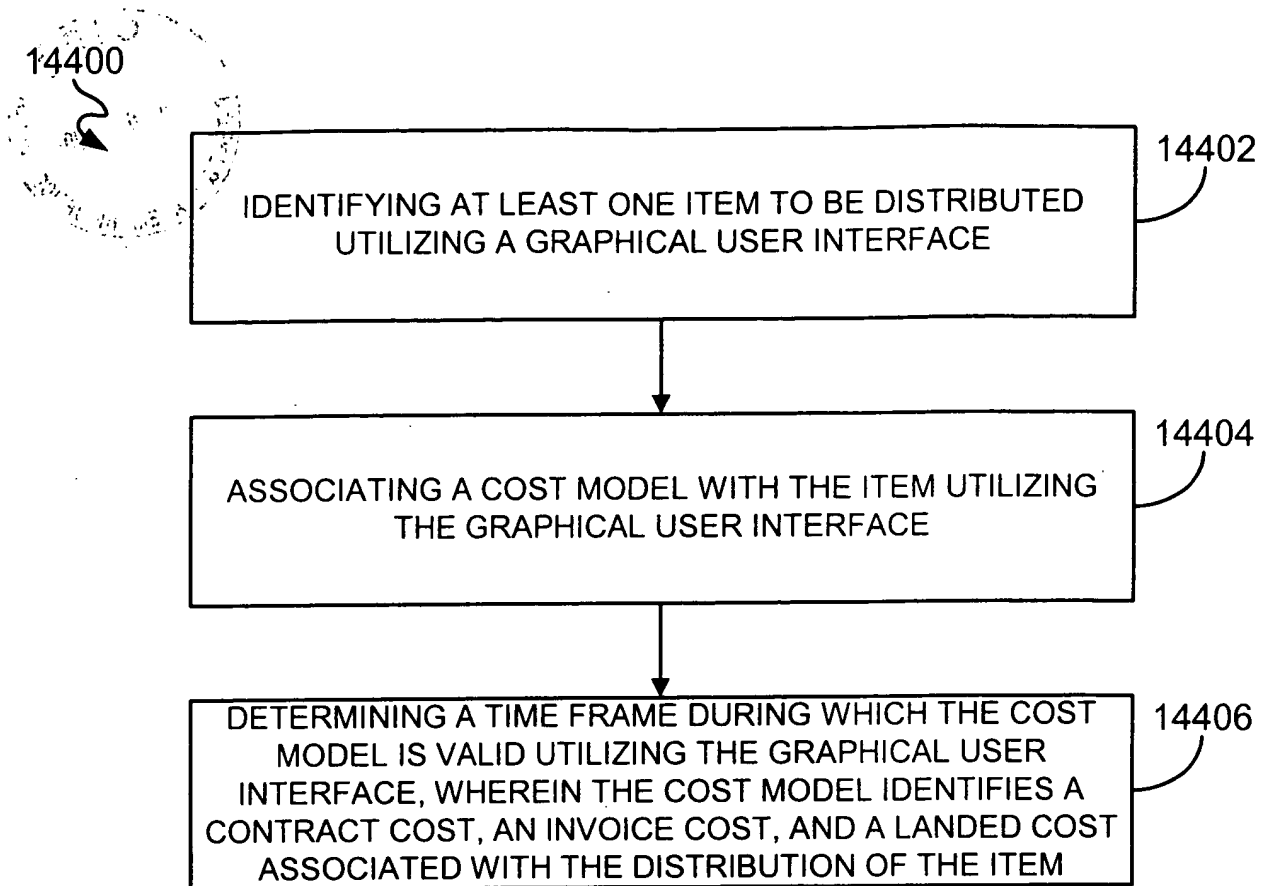


FIG. 141



|                                    |                                   |    |
|------------------------------------|-----------------------------------|----|
| <u>C</u> ost                       | <u>E</u> dit / View ...           | F3 |
| <u>C</u> ommodities                | New (using previous matrix) ...   | F4 |
| <u>V</u> endor Rating              | New (build matrix) ...            | F5 |
| <u>C</u> ontact <u>M</u> anagement | Multi Item Price Notification ... |    |

FIG. 143



**FIG. 144**



14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh  
Current Buyer Name: Chris Stanton

FIG. 146

14700

|                      |               |
|----------------------|---------------|
| Contract Start Date: | 05/15/98      |
| Contract End Date:   | 12/31/02      |
| Execution Date:      | 5/15/98       |
| Effective:           | Shipment Date |
| Payment Terms:       | Net 10        |

FIG. 147

14800



FIG. 148

14900

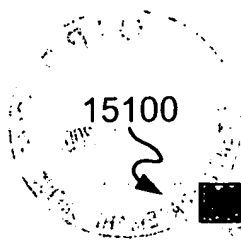


FIG. 149

15000



FIG. 150



| Select the End Dates to Use on the Exhibit |                              |  |                               |
|--|------------------------------|--|-------------------------------|
| Item Description                           | Cost Matrix End Date         | Contract End Date                        | No End Date                   |
| BEEF - 77%                                 | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ                        | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ                    | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

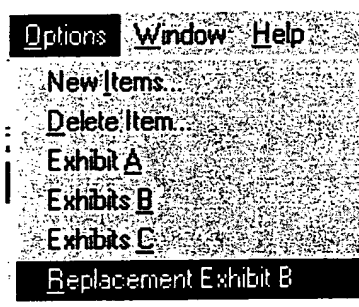
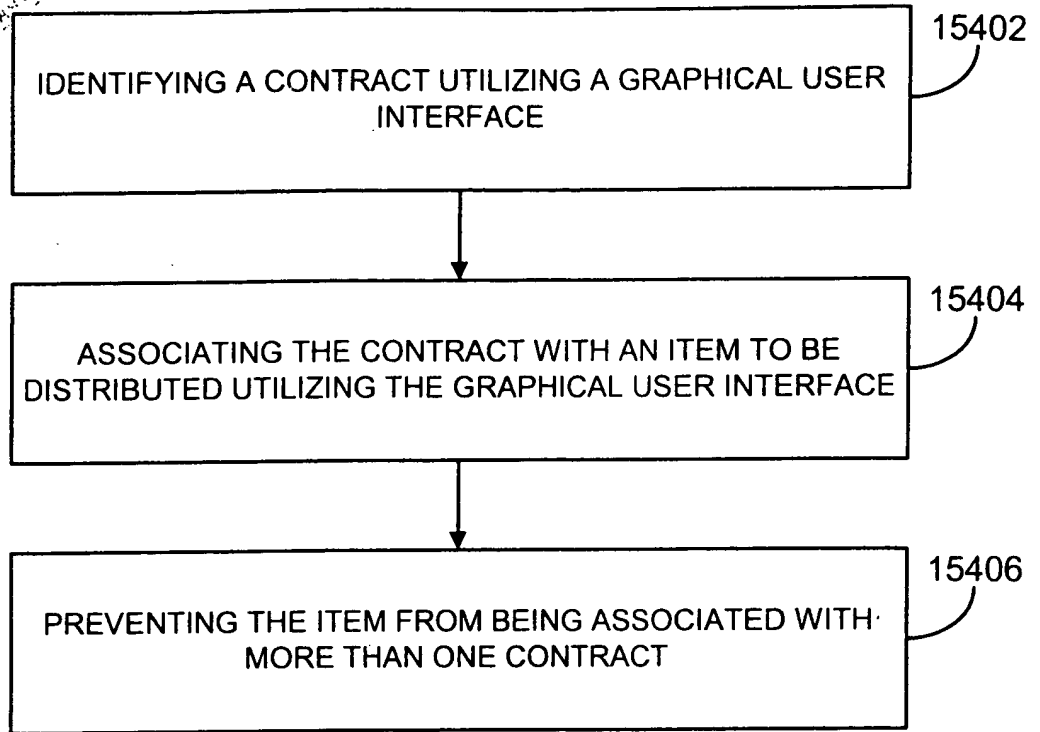
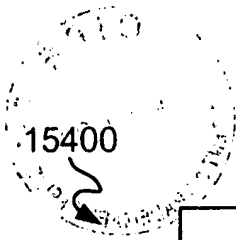


FIG. 152

15300



FIG. 153



**FIG. 154**

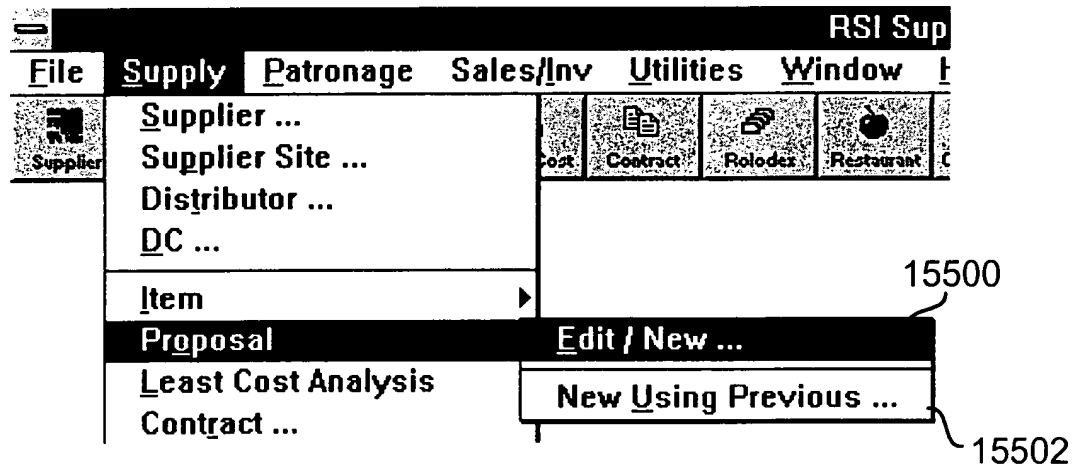


FIG. 155

15600

| Proposal - Foam Hot Cups & Polystyrene Lids   |          |  |     |   |      |                    |   |          |  |
|---|----------|--|-----|---|------|--------------------|---|----------|--|
| Main Info   | Items    | Suppliers  | DCs |   |      |                    |   |          |  |
| <b>Proposal Information</b><br><div> <div>Proposal ID: 1021</div> <div>Proposal Due Date: 06/12/97</div> <div>Proposal Name: Foam Hot Cups &amp; Polystyrene Lids</div> <div>Contract Begin Date: 07/01/97</div> <div>Buyer Name: Dennis Clabby</div> <div>Contract End Date: 06/30/98</div> </div> |          |  |     |   |      |                    |   |          |  |
| <b>Actions</b><br><table border="1"> <thead> <tr> <th>#</th> <th>Date</th> <th>Action Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup.</td> </tr> </tbody> </table>                           |          |  |     | # | Date | Action Description | 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |
| #   | Date     | Action Description   |     |   |      |                    |   |          |  |
| 1   | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |     |   |      |                    |   |          |  |

FIG. 156

15600 323460



15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description

|         |
|---------|
| CUP-HOT |
|         |
|         |
|         |
|         |
|         |
|         |

> >> << <

Item Description

|                       |
|-----------------------|
| LD-HOT 12/16 OZ (DRY) |
| LD-HOT 8 OZ (DRY)     |

2 Rows Selected

FIG. 158



15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description      |     | Item Description             |
|-----------------------|-----|------------------------------|
| CUP-HOT 12 OZ (PAPER) | DRY | CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (PAPER) | DRY | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER)  | DRY | CUP-HOT 8 OZ (DRY)           |
|                       |     | LID-HOT 12/16 OZ (DRY)       |
|                       |     | LID-HOT 8 OZ (DRY)           |

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

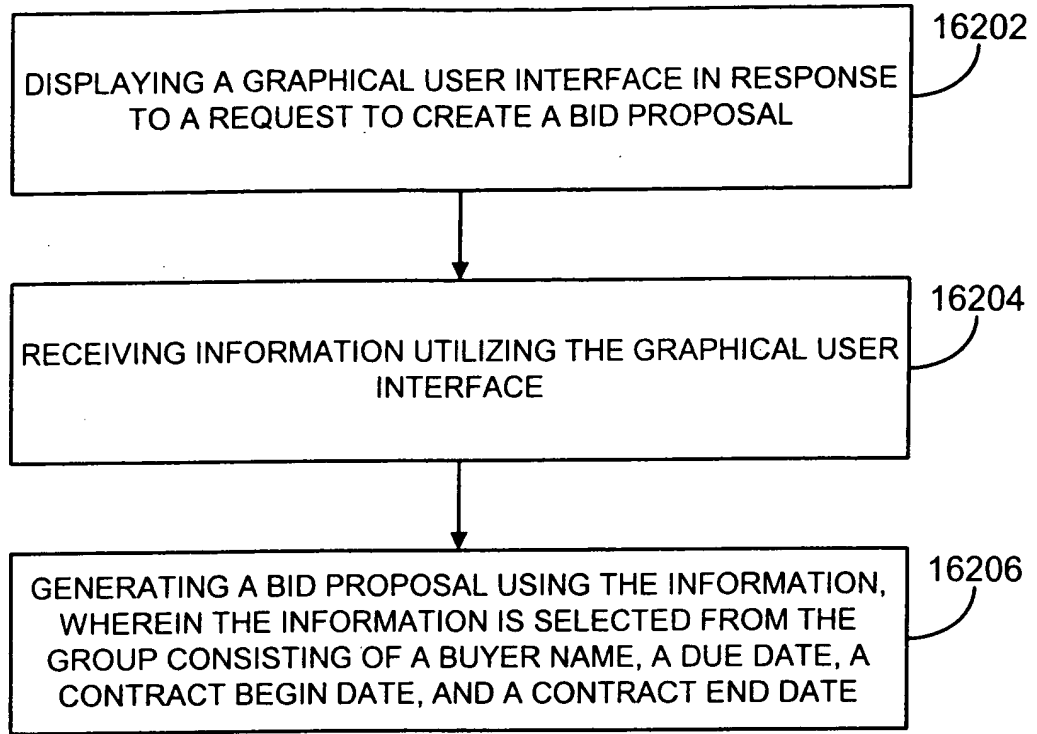
| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

[illegible]

**FIG. 161**



**FIG. 162**

FIG. 162



16300



FIG. 163

16400



|                                     | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
|                                     |               | <i>Word</i> | <i>Y/N</i>      |
| <b>Bid Proposal Cover Letter</b>    | ?             |             | <b>Y</b>        |
| <b>General Terms and Conditions</b> | ?             |             | <b>N</b>        |
| <b>Usage Estimates</b>              | ?             |             | <b>N</b>        |
| <b>Supplier Facility Worksheets</b> | ?             |             | <b>N</b>        |
| <b>Item Information Worksheets</b>  | ?             |             | <b>N</b>        |
| <b>Sample Supply Agreement</b>      |               | ?           | <b>N</b>        |
| <b>BK Specification Request</b>     |               | ?           | <b>N</b>        |
| <b>FOB Price Component</b>          |               | ?           | <b>Y</b>        |
| <b>Truckload Freight Worksheet</b>  | ?             |             | <b>N</b>        |
| <b>LTL Freight Worksheet</b>        | ?             |             | <b>N</b>        |

FIG. 164

FIG. 163

16500

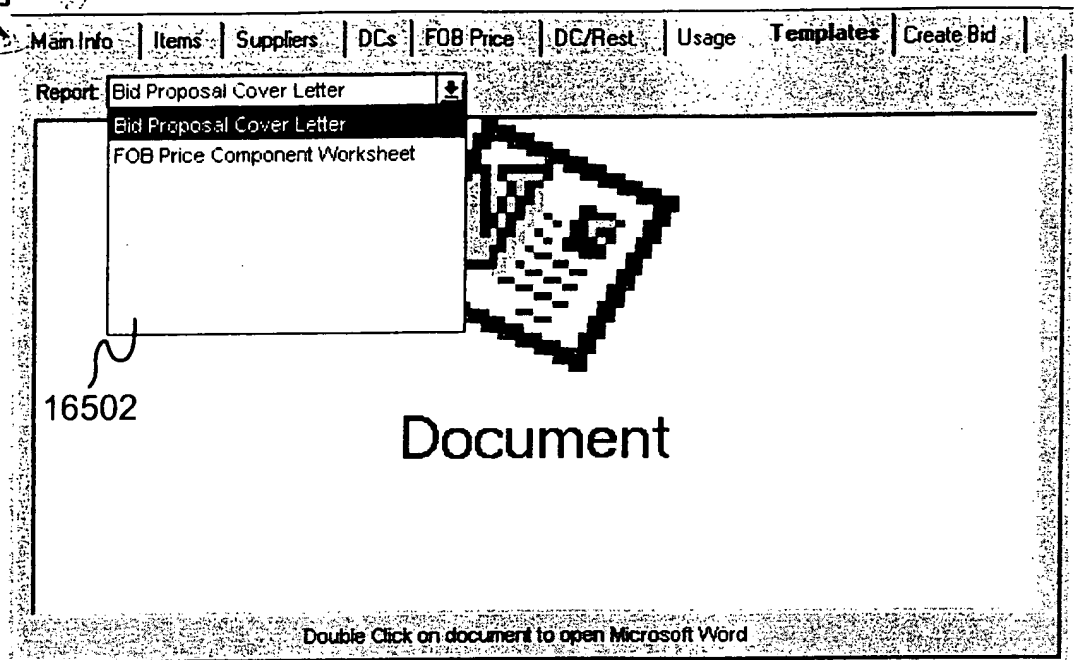


FIG. 165

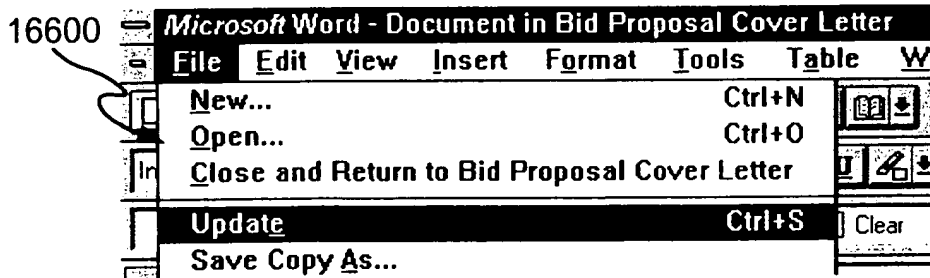


FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General   | Cost  |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/>   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/>  | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
| Usage Estimates <input checked="" type="checkbox"/>             | LTL Freight Worksheet <input checked="" type="checkbox"/>         |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> |   |
| Item Information Worksheet <input checked="" type="checkbox"/>  | Blank Sheets  |
| Sample Supply Agreement <input checked="" type="checkbox"/>     | Supplier Facility Worksheet <input checked="" type="checkbox"/>   |
| BK Specification Request <input checked="" type="checkbox"/>    | Item Information Worksheet <input checked="" type="checkbox"/>    |
|   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
|   | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
|   | LTL Freight Worksheet <input checked="" type="checkbox"/>         |

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

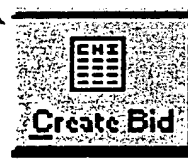


FIG. 168

16900

Report:

7/2/97

Supplier:

**Restaurant Services, Inc.**

**Item Information Worksheet**

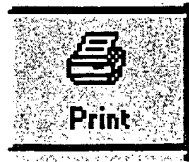
ATTY

DS

FIG. 169



17000



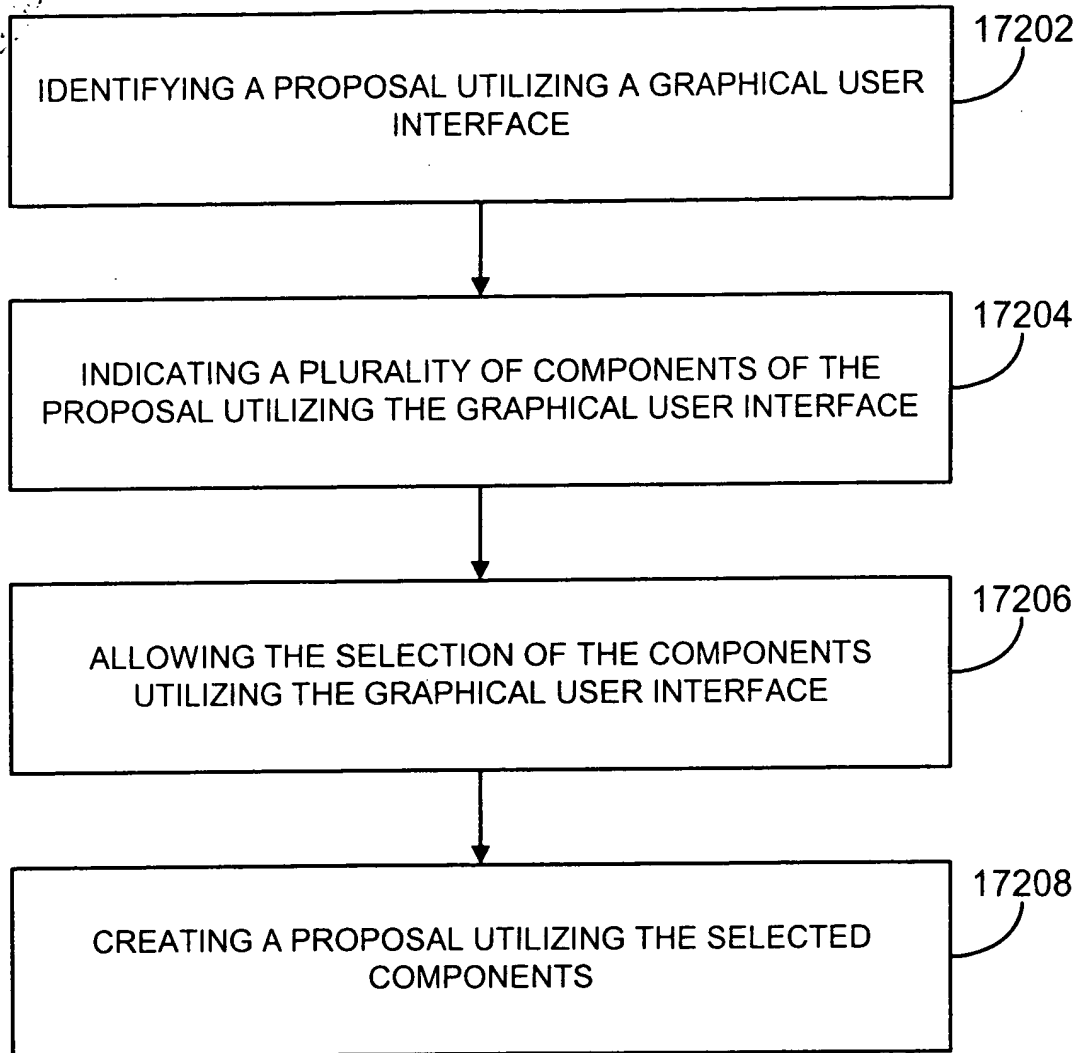
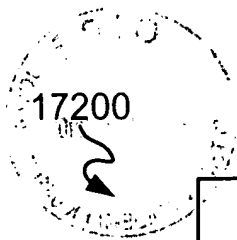
**FIG. 170**

17100



**FIG. 171**

7-10310-00 "OFFICE OF THE ATTORNEY GENERAL" STATE OF NEW YORK



**FIG. 172**





17300

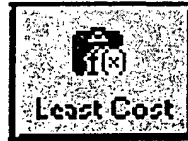


FIG. 173

17400

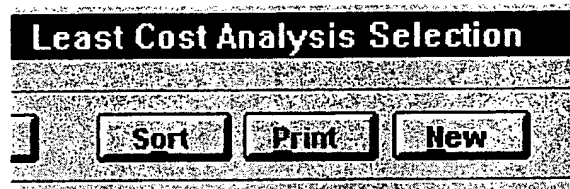


FIG. 174

17500

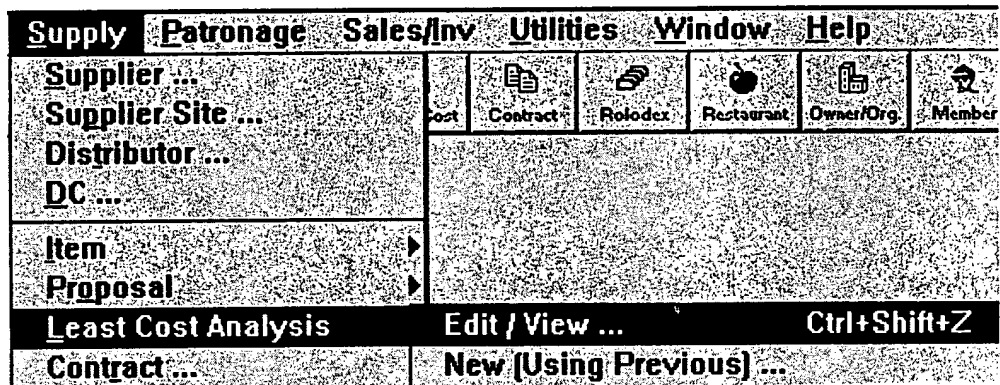


FIG. 175

FIG. 173

**Bid Proposal Name:**

(None)

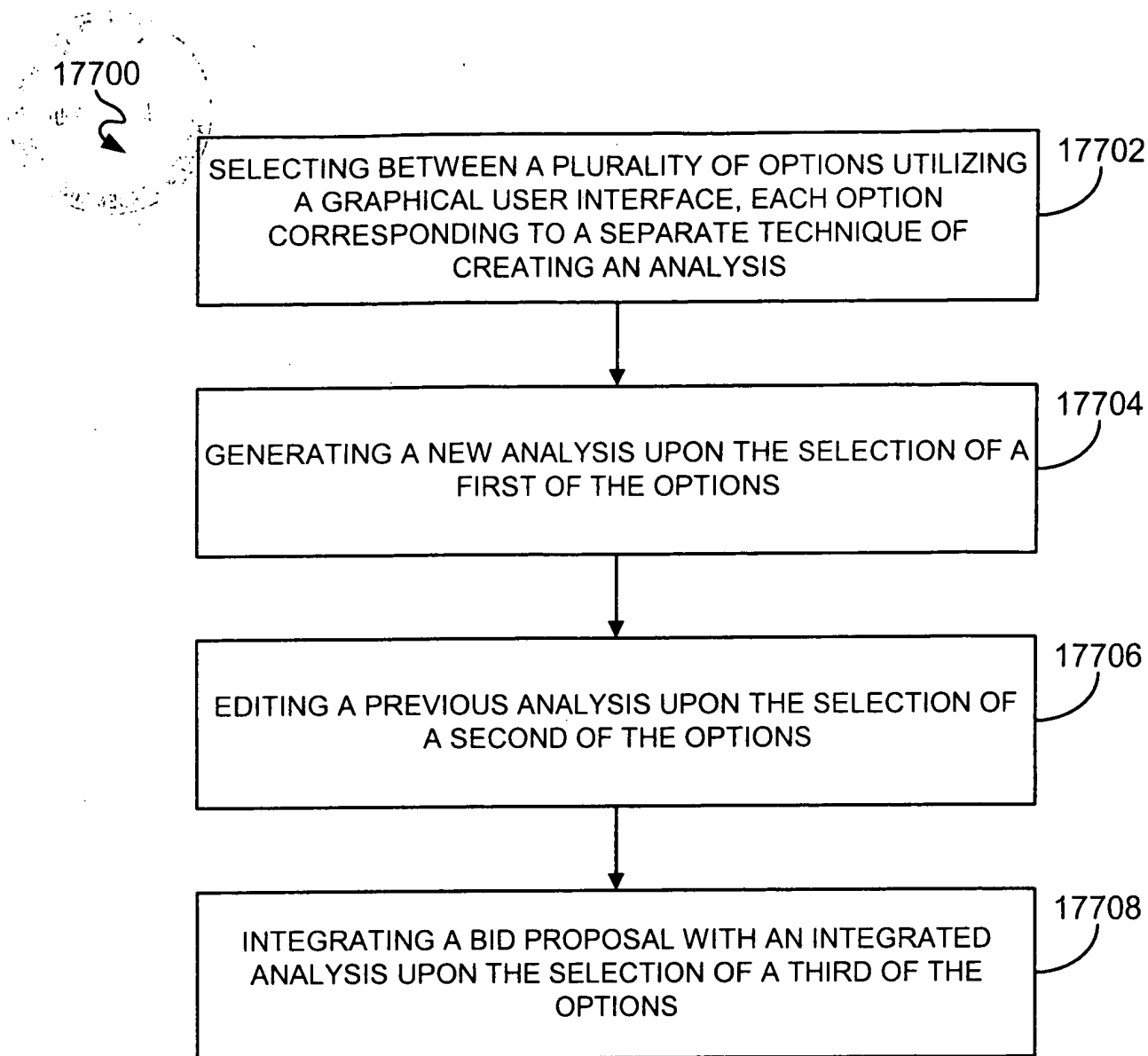
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

17600-343160



**FIG. 177**



17800

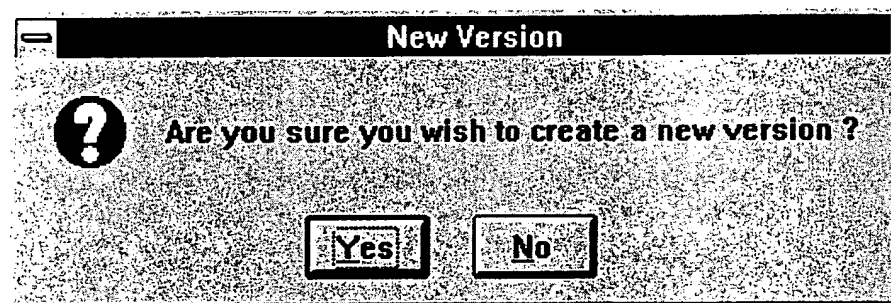
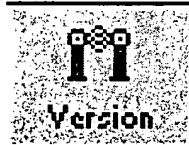
|                      |                   |      |         |
|----------------------|-------------------|------|---------|
| Analysis Name:       | Hash Brown Actual |      |         |
| Analysis ID:         | 1036              |      |         |
| Buyer:               | Dennis Clabby     |      |         |
| Period of Agreement: | 10/1/97           | THRU | 9/30/98 |
| Unit Of Measure:     | CASE(S)           |      |         |

FIG. 178

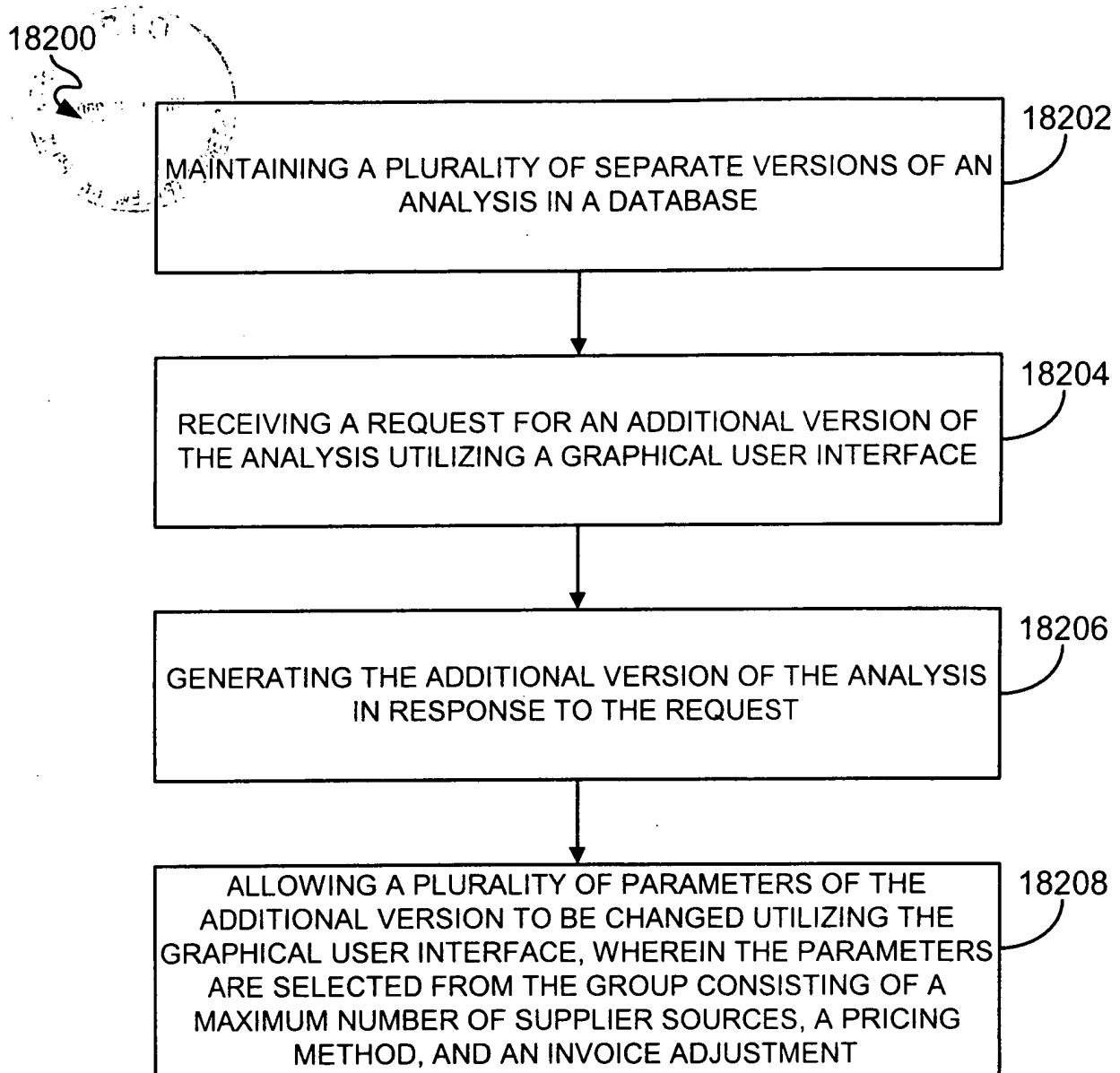
17900

|  |               |                                |
|--|---------------|--------------------------------|
| Version ( 1 ) of ( 9 )                                   |               | Base version                   |
| What is the max # of FOB points to allocate to each DC ? | One FOB       |                                |
| What is pricing method for this version ?                | FOB + Freight |                                |
| What is the RSI Invoice FOB Upcharge (Downcharge) ?      | 0.0000        |                                |
| Override RDC Truckload Validation?                       | No            |                                |
| Solution Strategy:                                       | Standard      | Last Revision: 9/15/97 1:04 PM |

FIG. 179



**FIG. 181**



**FIG. 182**



18300

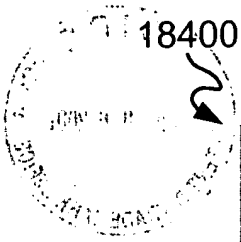
Search Query Reset

Query Values 7 Rows Selected

| Supplier FOB |                                     | Supplier FOB                      |
|--------------|-------------------------------------|-----------------------------------|
| DOP          | <div>&gt;</div> <div>&gt;&gt;</div> | DOPACO-DOWNTOWN, PA               |
|              |                                     | DOPACO-KINSTON, NC                |
|              |                                     | DOPACO-ST. CHARLES, IL            |
|              |                                     | DOPACO-STOCKTON, CA               |
|              |                                     | IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183



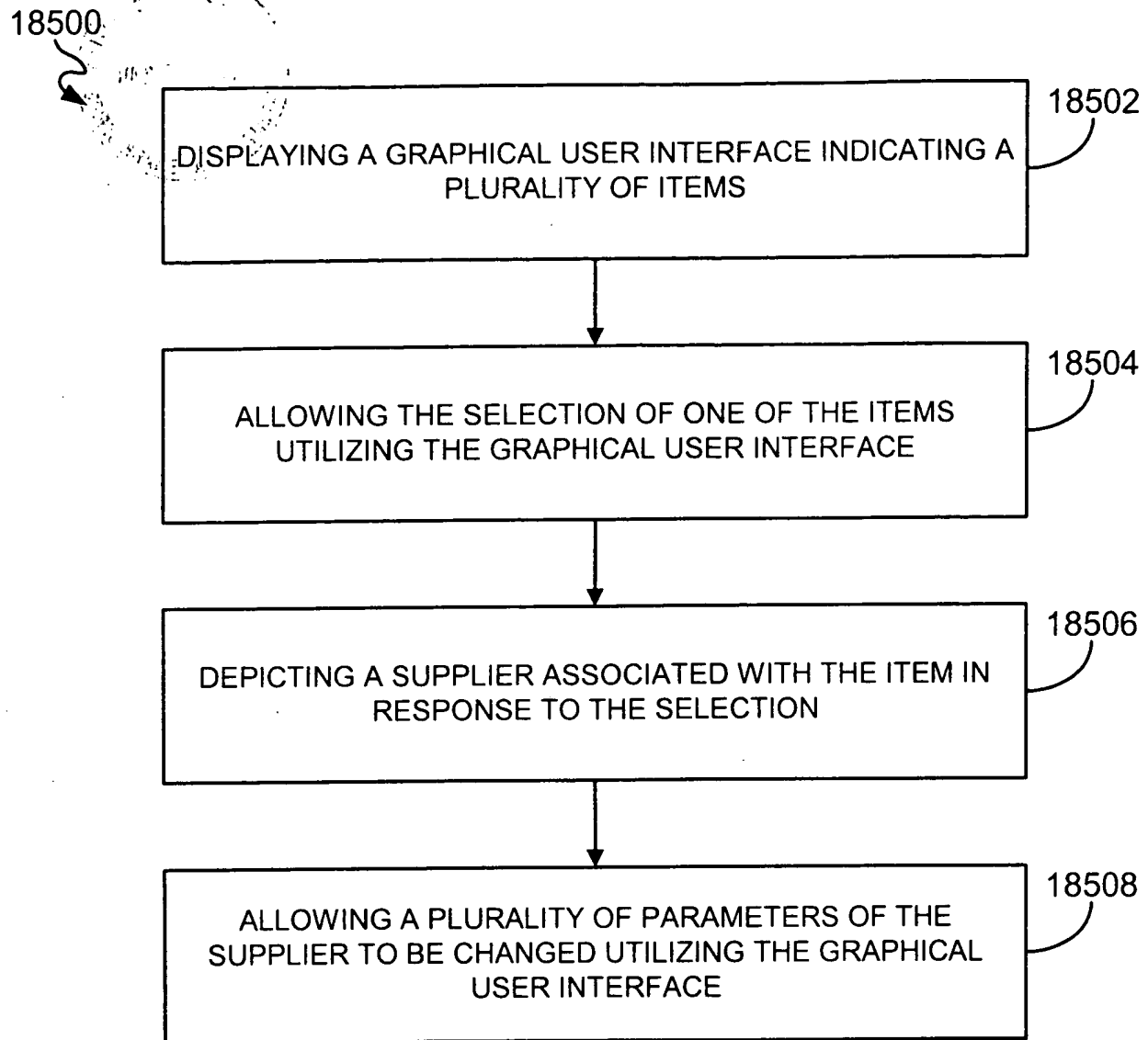
| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

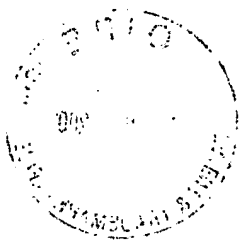
FIG. 184

18400 18401 18402 18403 18404 18405 18406 18407 18408 18409 18410 18411 18412 18413 18414 18415 18416 18417 18418 18419 18420 18421 18422 18423 18424 18425 18426 18427 18428 18429 18430 18431 18432 18433 18434 18435 18436 18437 18438 18439 18440 18441 18442 18443 18444 18445 18446 18447 18448 18449 18450 18451 18452 18453 18454 18455 18456 18457 18458 18459 18460 18461 18462 18463 18464 18465 18466 18467 18468 18469 18470 18471 18472 18473 18474 18475 18476 18477 18478 18479 18480 18481 18482 18483 18484 18485 18486 18487 18488 18489 18490 18491 18492 18493 18494 18495 18496 18497 18498 18499 18500





**FIG. 185**



18600

| Item Description |  | Supplier FOB           |  |
|------------------|--|------------------------|--|
| CUP-COLD 16 OZ   |  | DOPACO-DOWNINGTOWN, PA |  |
| CUP-COLD 22 OZ   |  | DOPACO-DOWNINGTOWN, PA |  |
| CUP-COLD 32 OZ   |  | DOPACO-DOWNINGTOWN, PA |  |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory Case Cube: | 3.43 CUBIC FEET   |
| Case Width:         | 15.125         | Cases Per Truckload: | 769   |
| Case Depth:         | 17.75          | Gross Weight:        | 29.28 POUND(S)  |
| Case U/M            | INCH(S)        | Net Weight:          | 27.28 POUND(S)  |

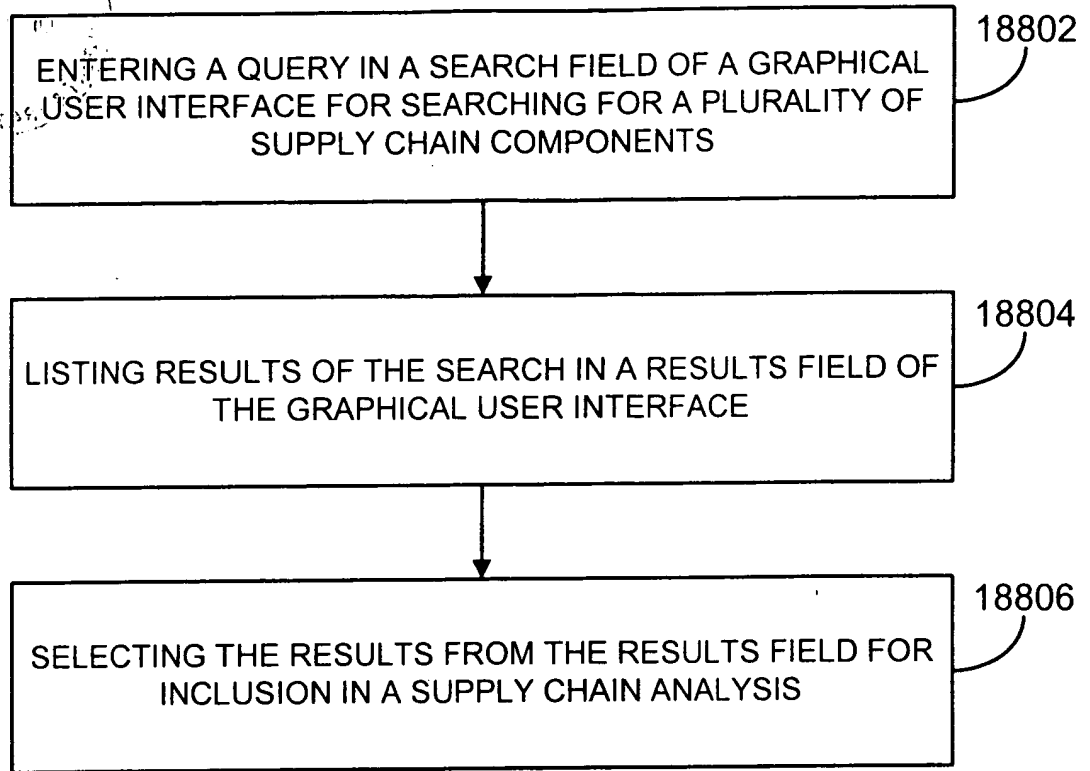
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

| Supplier                               | Terms | SLP/PLT    | Minimum     | Maximum     | Include   |
|--|-------|------------|-------------|-------------|---|
| CAVENDISH FARMS                        |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY                   |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.                      |       | ↓ Pallet ↓ | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                           |       |            | Minimum     | Maximum     | Include   |
| LAMB-WESTON, INC. - PASCO, WA          |       |            | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. - RICHLAND, WA       |       |            | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. - AMERICAN FALLS, ID |       |            | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

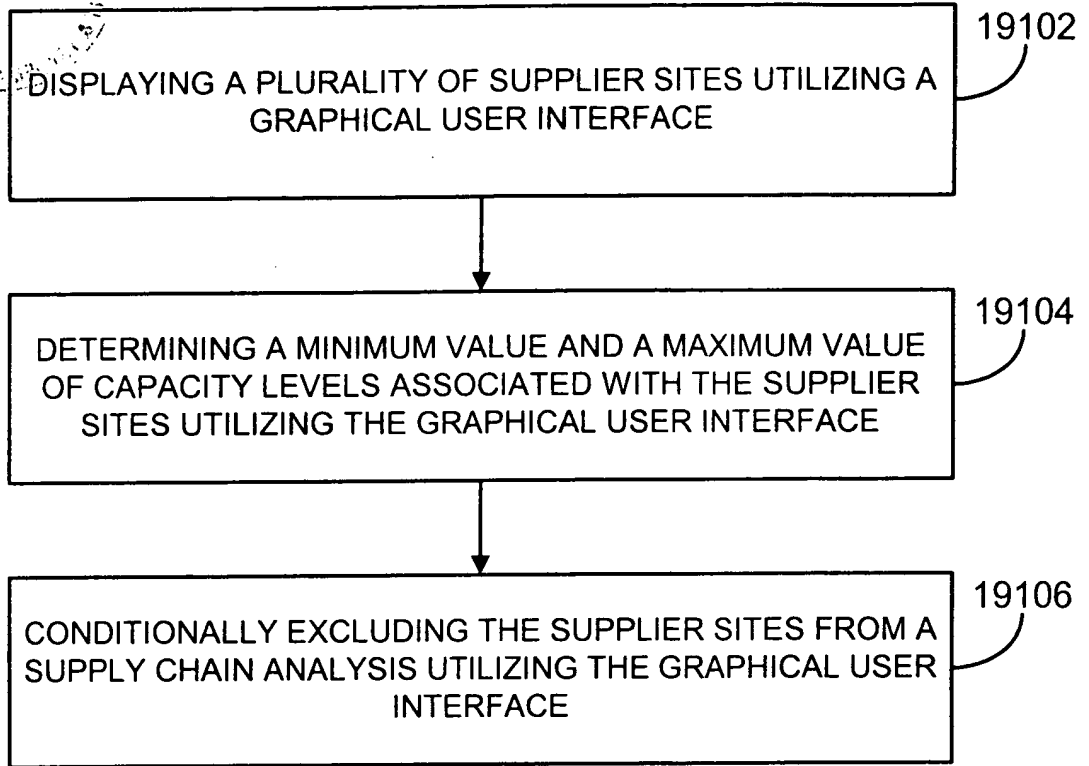
FIG. 189

19000

| Supplier                                  | Terms | SLP/PLT    | Minimum     | Maximum     | Include   |
|---|-------|------------|-------------|-------------|---|
| MCCAIN FOODS                              |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| NESTLE FOOD COMPANY                       |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS                             |       | ↓ Pallet ↓ | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                              |       |            | Minimum     | Maximum     | Include   |
| MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND |       |            | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE   |       |            | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC. - OTHELLO, WA          |       |            | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

19100



**FIG. 191**



103020" 92331300

19200  
~

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| HUDSON INDUSTRIES           | 0 |        |  |
| INTERNATIONAL DIVERSE FOODS | 0 |        |  |
| SUPERIOR COFFEE & FOODS     | 0 |        |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

FIG. 192

19300

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| SSI FOOD SERVICES           | 0 |        |  |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |  |
| WHITEFORD FOODS             | 0 |        |  |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

FIG. 193

19400

| Supplier      | # | Volume  |  |
|---------------|---|---------|--|
| VENTURA FOODS | 0 |         |  |
| VENTURA FOODS | 1 | 100,000 |  |

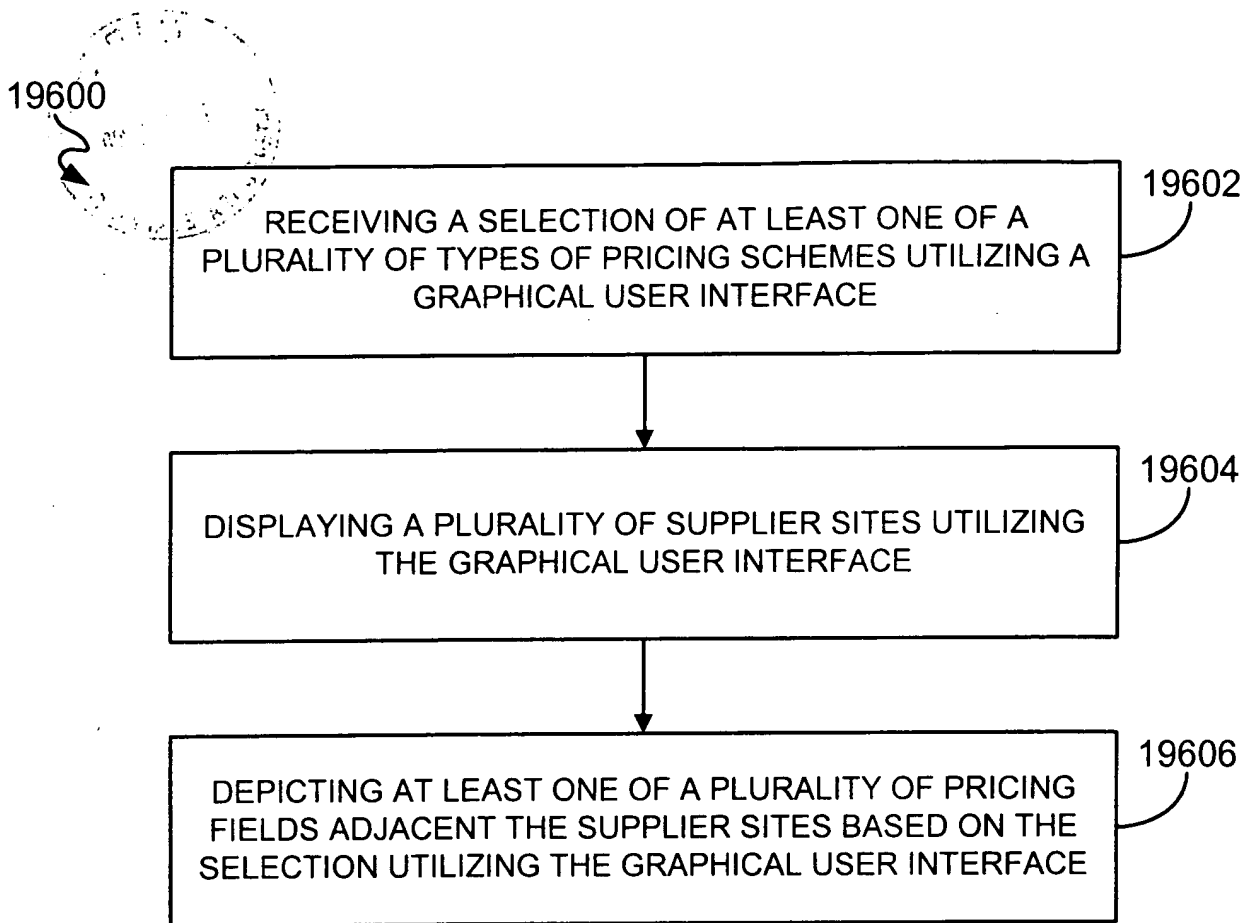
| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

FIG. 194

19500

[illegible]





**FIG. 196**

19700

| Total Rest. Growth Amount   |                     | Usage Period         |                            |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702               |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center         | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE  | 27                  | 5.00%                | 28                         |
| AMERISERVEPOST-DENVER       | 35                  | 5.00%                | 37                         |
| AMERISERVEPOST-SALT LAKE UT | 12                  | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE        | 166                 | 5.00%                | 174                        |

FIG. 197

19800

| Item                |                | Item Growth %         |              | Usage Period |                |                 |
|---------------------|----------------|-----------------------|--------------|--------------|----------------|-----------------|
| CHICKEN-PATTY       |                | 0.00                  |              |              |                |                 |
|                     |                |                       |              |              |                |                 |
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM    | DC/Item Growth | Projected Usage |
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12        | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30        | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02        | 0.00%          | 42,909          |

FIG. 198

19900

DISPLAYING A PLURALITY OF SUPPLY CHAIN  
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902

ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING  
THE GRAPHICAL USER INTERFACE

19904

CALCULATING A PROJECTED PARAMETER AMOUNT  
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS  
BASED ON THE GROWTH VALUE

19906

**FIG. 199**

20000

| Supplier FOB                       |  | Address        |           |
|------------------------------------|--|----------------|-----------|
| CAVENDISH FARMS                    |  | Dieppe         | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR |  | Hermiston      | OR 99999  |
| LAMB-WESTON, INC-AMERICAN FALLS ID |  | American Falls | ID 83211  |

| Distribution Center           | Lane Restriction             |                                |   | Honor TL Rate            |
|-------------------------------|------------------------------|--------------------------------|---|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE   | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER        | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE          | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN       | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

FIG. 200

20002

20100

| Supplier FOB                       |  | Address        |           |
|------------------------------------|--|----------------|-----------|
| CAVENDISH FARMS                    |  | Dieppe         | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR |  | Hermiston      | OR 99999  |
| LAMB-WESTON, INC-AMERICAN FALLS ID |  | American Falls | ID 83211  |


  

| Distribution Center         | Lane Restriction                        |   |                                |
|-----------------------------|---|---|--------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER      | <input checked="" type="radio"/> Solver | <input type="radio"/> Required            | <input type="radio"/> Excluded |

FIG. 201

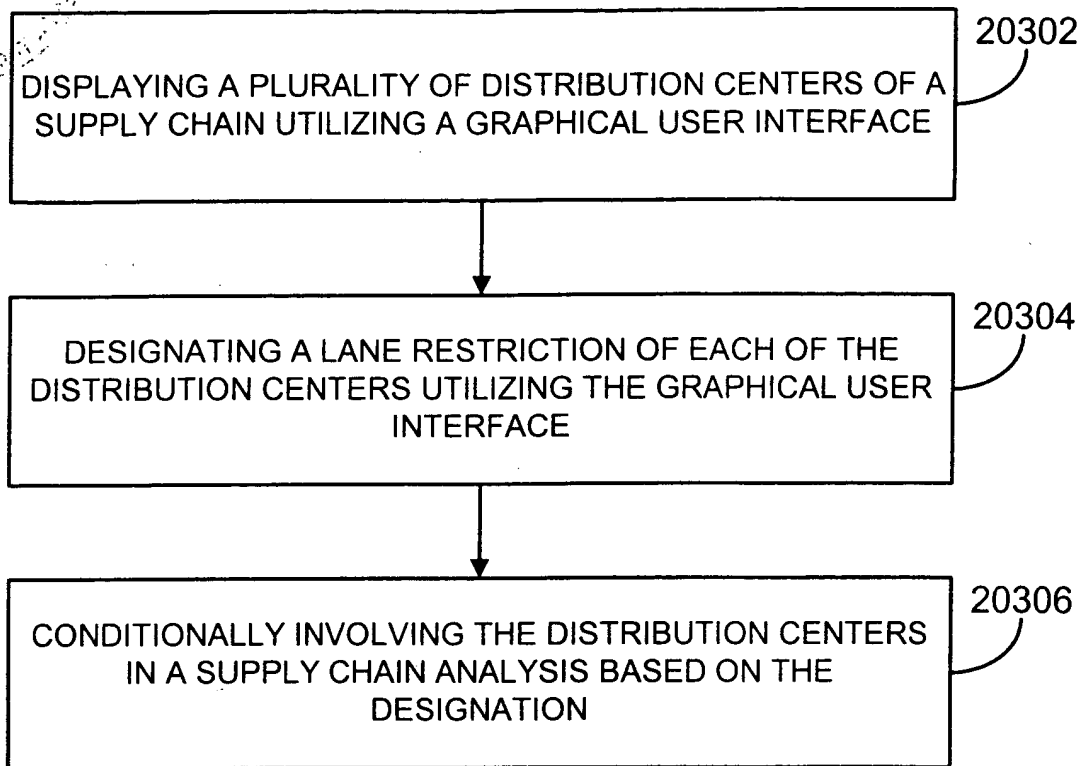
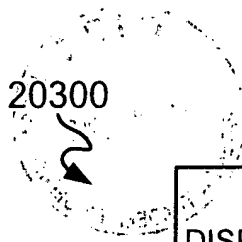
20200

Invalid Selection


**AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

OK

FIG. 202



**FIG. 203**

20400

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB WESTON, INC -AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Truckload Freight | Lane Distance |
|-----------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE  | 1,617             |               |
| AMERISERVEPOST-DENVER       | 1,277             |               |
| AMERISERVEPOST-SALT LAKE UT | 691               |               |

FIG. 204

20500

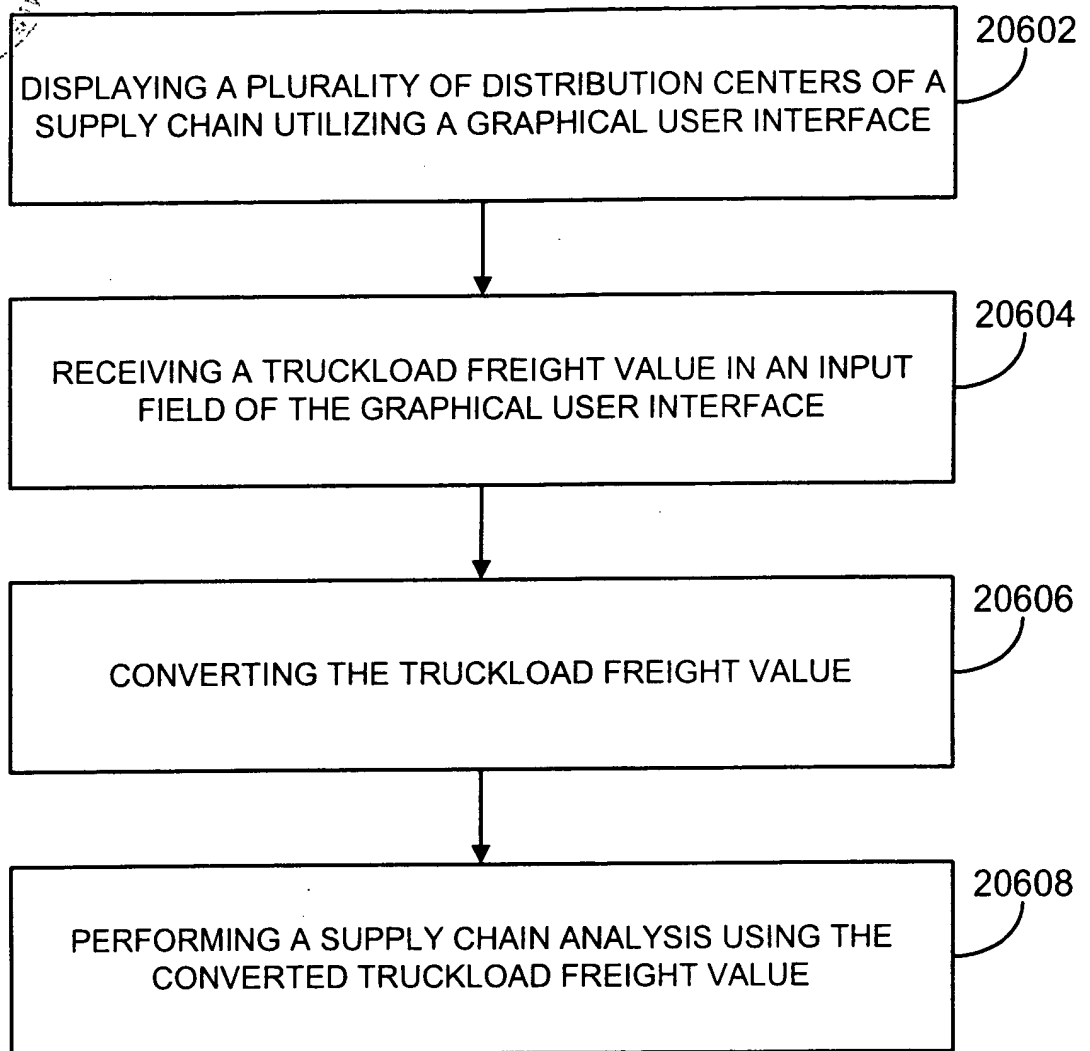
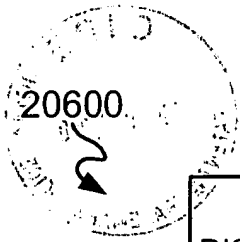
| Supplier FOB                  |              | Address |       |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR      | Fort Smith   | AR      | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR      | 72638 |
| TYSON FOODS-RUSSELVILLE AR    | Russelville  | AR      | 72801 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|------------|
| PS-ATLANTA          | 15,000 |             |                |                    |                     | 1.10                 |            |
| PS-BURLINGTON       | 15,000 | 400.00      |                |                    |                     | 1.20                 |            |

FIG. 205

FIG. 204 "SHEET 1" OF 2



**FIG. 206**



1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

20700



| Analysis Region               | Force FOB   |
|-------------------------------|---|
| MCCABE-PORTLAND/NW-ANCHORAGE  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
|                               |   |
| Distribution Center Name      | Site Role   |
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point   |
| RESTAURANTS NW-ANCHORAGE      | Corporate & FOB Point   |

FIG. 207



20800

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A  
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802

IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED  
WITH A REGION IN WHICH THE DISTRIBUTION CENTERS  
RESIDE

20804

FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN  
RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL  
USER INTERFACE

20806

**FIG. 208**

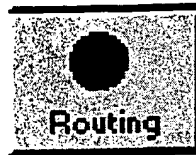
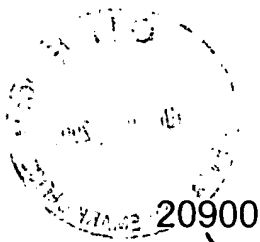


FIG. 209

21000

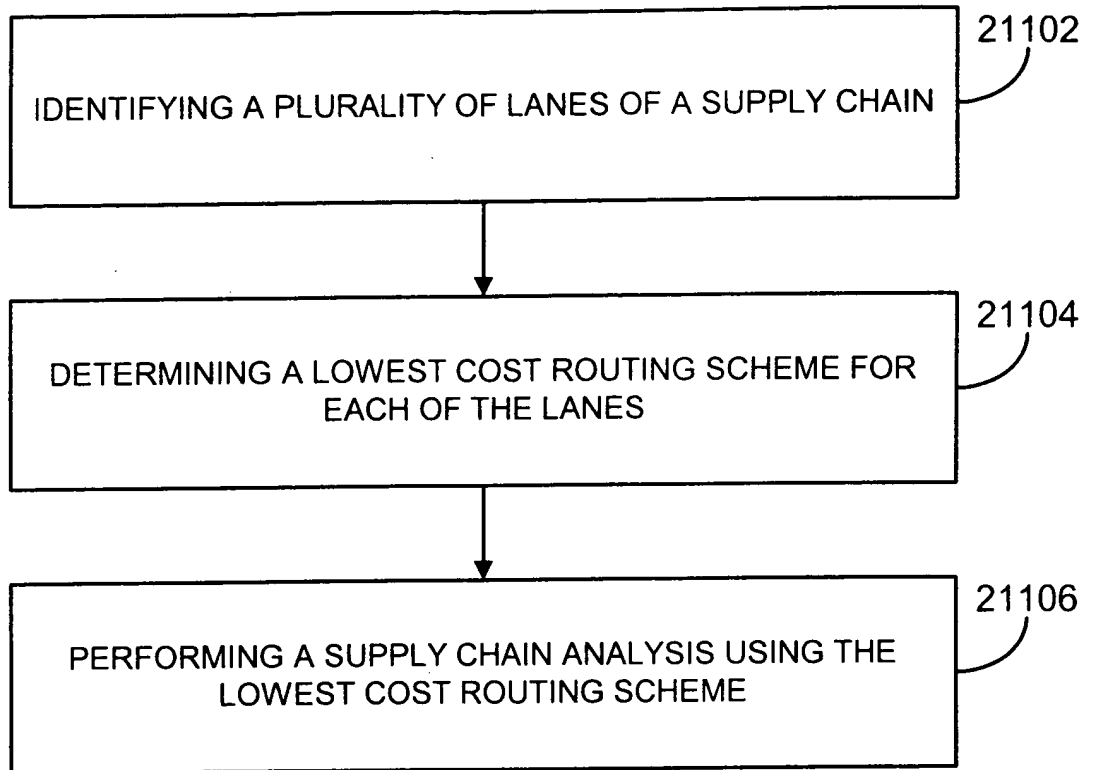
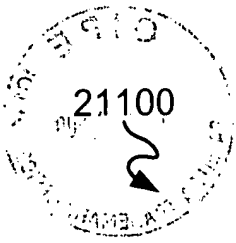
**Report Selection**

| Report Type:            | Report Name:                                  |
|-------------------------|---|
| Optimal Product Routing | Freight Information Provided                  |
|                         | Freight Information Provided                  |
|                         | LTL Routing Grid By Lane                      |
|                         | Routing Results By Lane                       |
|                         | Routing Results By Lane, Item                 |
|                         | Routing Results w/ RDC Breakout By Lane       |
|                         | Routing Results w/ RDC Breakout By Lane, Item |
|                         | TL Freight Variance Analysis                  |

**Report Parameters**

|                      |              |
|----------------------|--------------|
| Supplier:            | (All)        |
| Supplier FOB:        | (All)        |
| Distribution Center: | (All)        |
| Version:             | Base Version |

FIG. 210



**FIG. 211**

2025 RELEASE UNDER E.O. 14176



21200

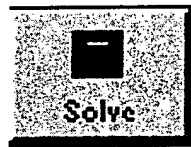


FIG. 212

21300

21302

**Report Selection**

| Report Type:            | Report Name:                    |
|-------------------------|---------------------------------|
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |
|                         | ew Capacity & Prices            |

FIG. 213



21400

Awarded Volume by Item - Detail

Awarded Volume by Item - Detail

Awarded Volume by Item - Freight

Awarded Volume by Item - Summary

Competing DC Freight Analysis by Item

Lane Assignment Matrix

Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

Invoice FOB Detail Comparison (with conversion)

Invoice FOB Savings Comparison (no conversion)

Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

|                    |   |
|--------------------|---|
| Report Type:       | Report Name:                                |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

**FIG. 216**

21700

Report Name:

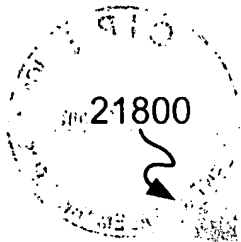
Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

**FIG. 217**



|                        |   |  |
|------------------------|---|--|
| Item:                  | HASH BROWNS(ROUND)  |  |
| Comparison Versions:   | Base version  |  |
|                        | With LTL riding with CCF, forced TL                             |  |
|                        | LTL moving with CCF, no Cavendish                               |  |
| Include Cost Matrices: | Yes: <input checked="" type="radio"/> No: <input type="radio"/> |  |

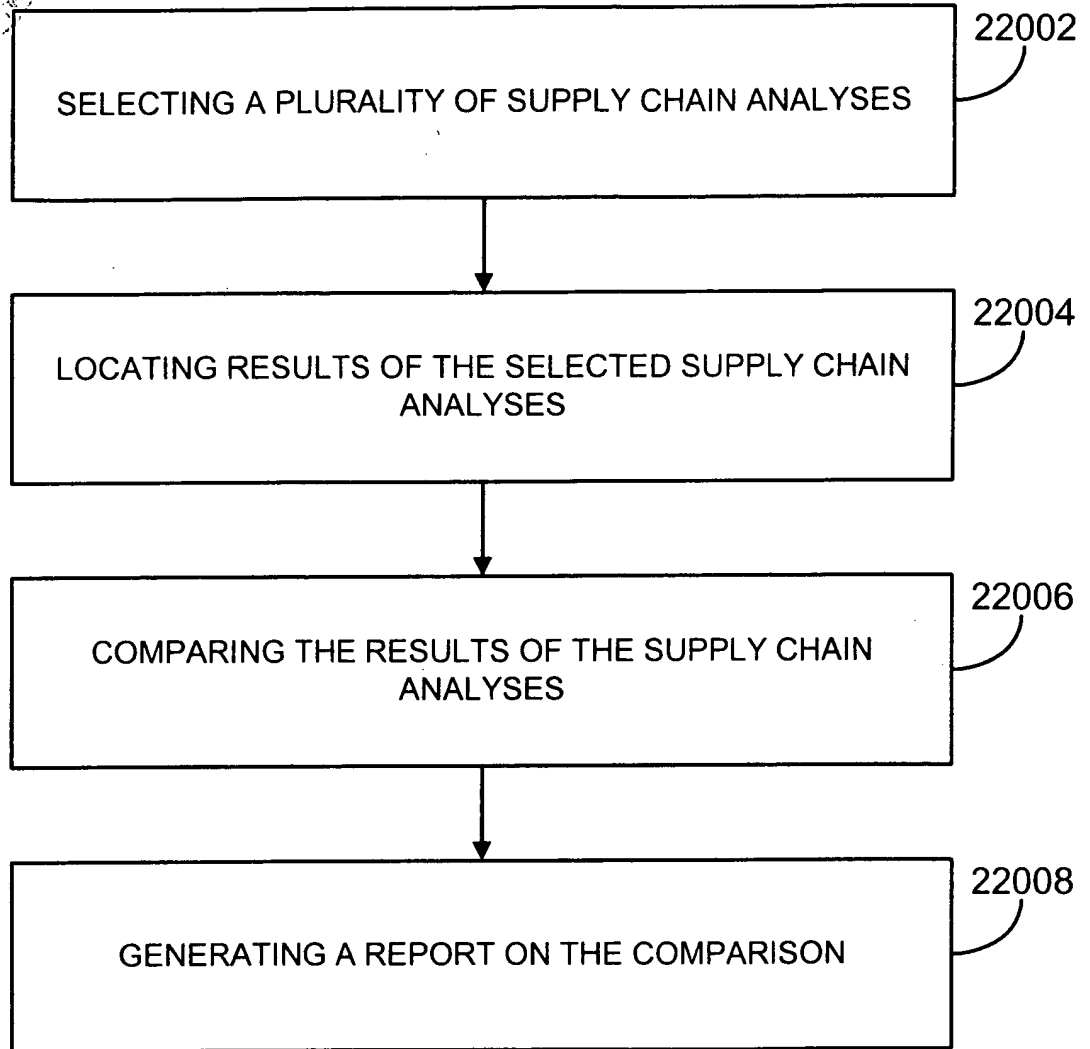
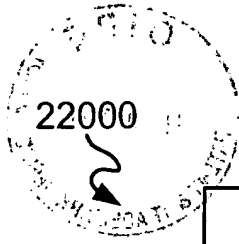
FIG. 218

21900



FIG. 219

FIG. 218



**FIG. 220**



22100

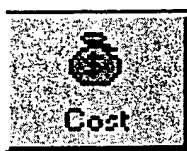


FIG. 221

22200

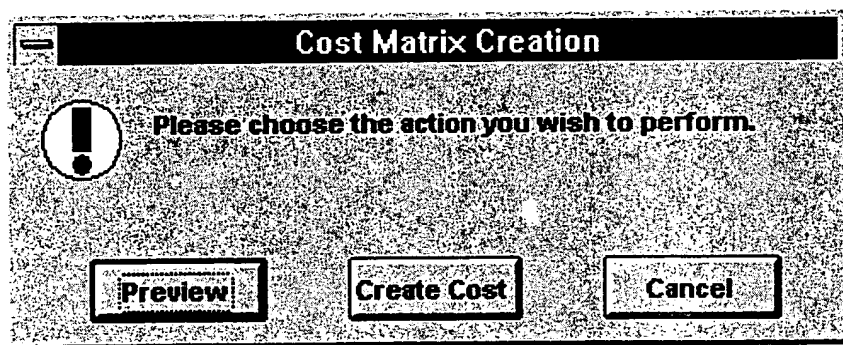
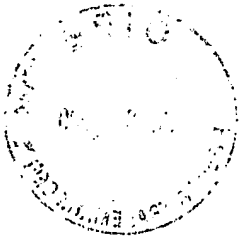


FIG. 222

1000-3431-600





Supply Patronage Sales/Inv Utilities Data Options

|                          |                      |          |
|--------------------------|----------------------|----------|
| Supplier                 | Least Cost           | Contract |
| Supplier Site            |                      |          |
| Distributor              |                      |          |
| DC                       |                      |          |
| Item                     |                      |          |
| Proposal                 |                      |          |
| Least Cost Analysis      |                      |          |
| Formula Pricing          | Edit / View          |          |
| Contract                 | New (Using Previous) |          |
| Cost                     |                      |          |
| Vendor Rating            |                      |          |
| Contact Management       |                      |          |
| Logistics & Distribution |                      |          |
| Bakery Coverage          |                      |          |

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

|              |         |         |          |            |             |
|--------------|---------|---------|----------|------------|-------------|
| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments |
|--------------|---------|---------|----------|------------|-------------|

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98                      |                         |                         |                         |                         |                         |                         |                            |                         |                            |                            |                     |                           |  |
|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|--|
| General Info Pricing Freight Formulas Block Cost Adjustments |                         |                         |                         |                         |                         |                         |                            |                         |                            |                            |                     |                           |  |
| Date   | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 77%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 88%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 98%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 98%<br>LEAN YW | FRZN<br>DOM 98%<br>LEAN BL | BMP AUS<br>30% LEAN | Lean<br>Fine Tstr<br>Beef |  |
| 03/23/98   | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7960                    |  |
| 03/24/98   | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                    |  |
| 03/25/98   | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                    |  |
| 03/26/98   | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                    |  |
| 03/27/98   | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                    |  |
| 03/30/98   | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9870                     | 0.9650              | 0.7998                    |  |
| 03/31/98   | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                    |  |
| 04/01/98   | 0.9700                  | 0.9200                  | 0.9383                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.9840                    |  |
| 04/02/98   | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                    |  |
| 04/03/98   | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                    |  |
|  | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0950                  | 1.1210                     | 0.9572                     | 0.9659              | 0.8760                    |  |

FIG. 225

22600

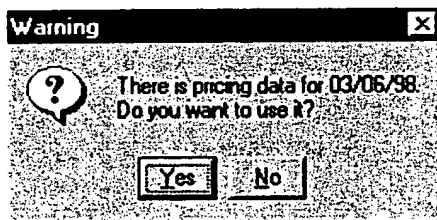


FIG. 226

22700

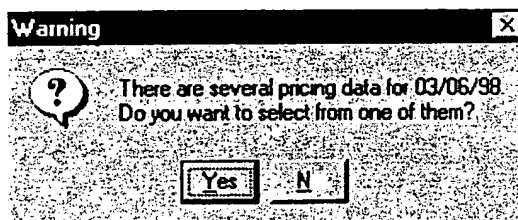
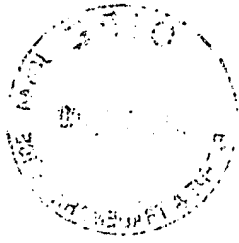


FIG. 227



22800

**Formula Pricing Selection**

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

| General Info |        | Pricing |        | Freight |        | Formulas |        | Block Cost |        | Adjustments |        | Total  |        |
|--------------|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|
| Formula      | Pct.   | Cost    | Pct.   | Cost    | Pct.   | Cost     | Pct.   | Cost       | Pct.   | Cost        | Pct.   | Cost   | Total  |
| AFS-1        | 0.3120 | 0.2871  |        |         |        |          |        |            |        |             | 0.1880 | 0.2134 | 0.9948 |
| DIV-1        | 0.1400 | 0.1295  | 0.2000 | 0.1949  | 0.1400 | 0.1368   |        |            |        |             | 0.2000 | 0.2190 | 0.9941 |
| GS-1         | 0.3270 | 0.3042  |        |         |        |          |        |            |        |             | 0.1730 | 0.1972 | 0.9868 |
| S&C-1        | 0.2414 | 0.2200  |        |         |        |          | 0.2179 | 0.2026     | 0.2179 | 0.2153      | 0.2179 | 0.2386 | 0.9721 |
| SER-1        | 0.3250 | 0.2926  |        |         |        |          |        |            |        |             | 0.1750 | 0.1951 | 0.9684 |
| TEX-1        | 0.3090 | 0.2768  |        |         |        |          |        |            |        |             | 0.3410 | 0.3802 | 0.9916 |
| WHI-1        | 0.3250 | 0.2958  |        |         |        |          |        |            |        |             | 0.1750 | 0.1969 | 0.9765 |
| WIS-1        | 0.3325 | 0.2977  |        |         |        |          |        |            |        |             | 0.4675 | 0.5165 | 1.0018 |

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

|              |         |         |          |            |             |
|--------------|---------|---------|----------|------------|-------------|
| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments |
|--------------|---------|---------|----------|------------|-------------|

| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include?                            |
|---------|-------------------|-------|------------|--------|-----------|-------------------------------------|
| AFS-1   | 0.9840            | 0.99  | \$0.9990   | 0.1232 | \$1.1222  | <input checked="" type="checkbox"/> |
| DIV-1   | 0.9941            | 0.98  | \$1.0123   | 0.1669 | \$1.1792  | <input checked="" type="checkbox"/> |
| GS-1    | 0.9866            | 0.98  | \$1.0037   | 0.1287 | \$1.1324  | <input checked="" type="checkbox"/> |
| S&C-1   | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | <input checked="" type="checkbox"/> |
| SER-1   | 0.9684            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | <input checked="" type="checkbox"/> |
| TEX-1   | 0.9916            | 0.99  | \$1.0067   | 0.1232 | \$1.1299  | <input checked="" type="checkbox"/> |
| WHI-1   | 0.9765            | 0.98  | \$0.9939   | 0.1275 | \$1.1214  | <input checked="" type="checkbox"/> |
| WIS-1   | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | <input checked="" type="checkbox"/> |

FIG. 231



| Formula Pricing - BEEF - 77% - 04/06/98                                |          |        |           |        |             |                |
|--|----------|--------|-----------|--------|-------------|----------------|
| General Info   Pricing   Freight   Formulas   Block Cost   Adjustments |          |        |           |        |             |                |
| Formula  | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1  | 0.9840   | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1  | 0.9941   | 0.9920 | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1   | 0.9666   | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1  | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1  | 0.9684   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1  | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |
| Amount   Adjustment Desc   |          |        |           |        |             |                |
| 0.1500   | Upcharge |        |           |        |             |                |

FIG. 232

23400

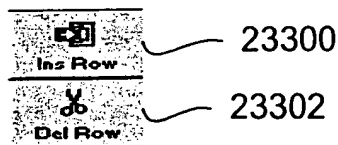


FIG. 233



FIG. 234



23500

| Formula Maintenance     |                                    |                                 |            |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                           | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE              | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH        | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                    |                                 |            |
| Material Type           |                                    | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                    | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                    | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                    | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                    | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                    |                                 |            |
|                         |                                    |                                 | 100.0000%  |

FIG. 235

| Supply                   | Patronage | Sales/Inv | Utilities | Window | Hel |
|--------------------------|-----------|-----------|-----------|--------|-----|
| Supplier                 |           |           |           |        |     |
| Supplier Site            |           |           |           |        |     |
| Distributor              |           |           |           |        |     |
| DC                       |           |           |           |        |     |
| Item                     |           |           |           |        |     |
| Proposal                 |           |           |           |        |     |
| Least Cost Analysis      |           |           |           |        |     |
| Formula Pricing          |           |           |           |        |     |
| Contract                 |           |           |           |        |     |
| Cost                     |           |           |           |        |     |
| Vendor Rating            |           |           |           |        |     |
| Contact Management       |           |           |           |        |     |
| Logistics & Distribution |           |           |           |        |     |
| Bakery Coverage          |           |           |           |        |     |

23600

FIG. 236